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# STAMMERING

ITS ORIGIN AND THE

# Advanced Natural Method *of* CURE

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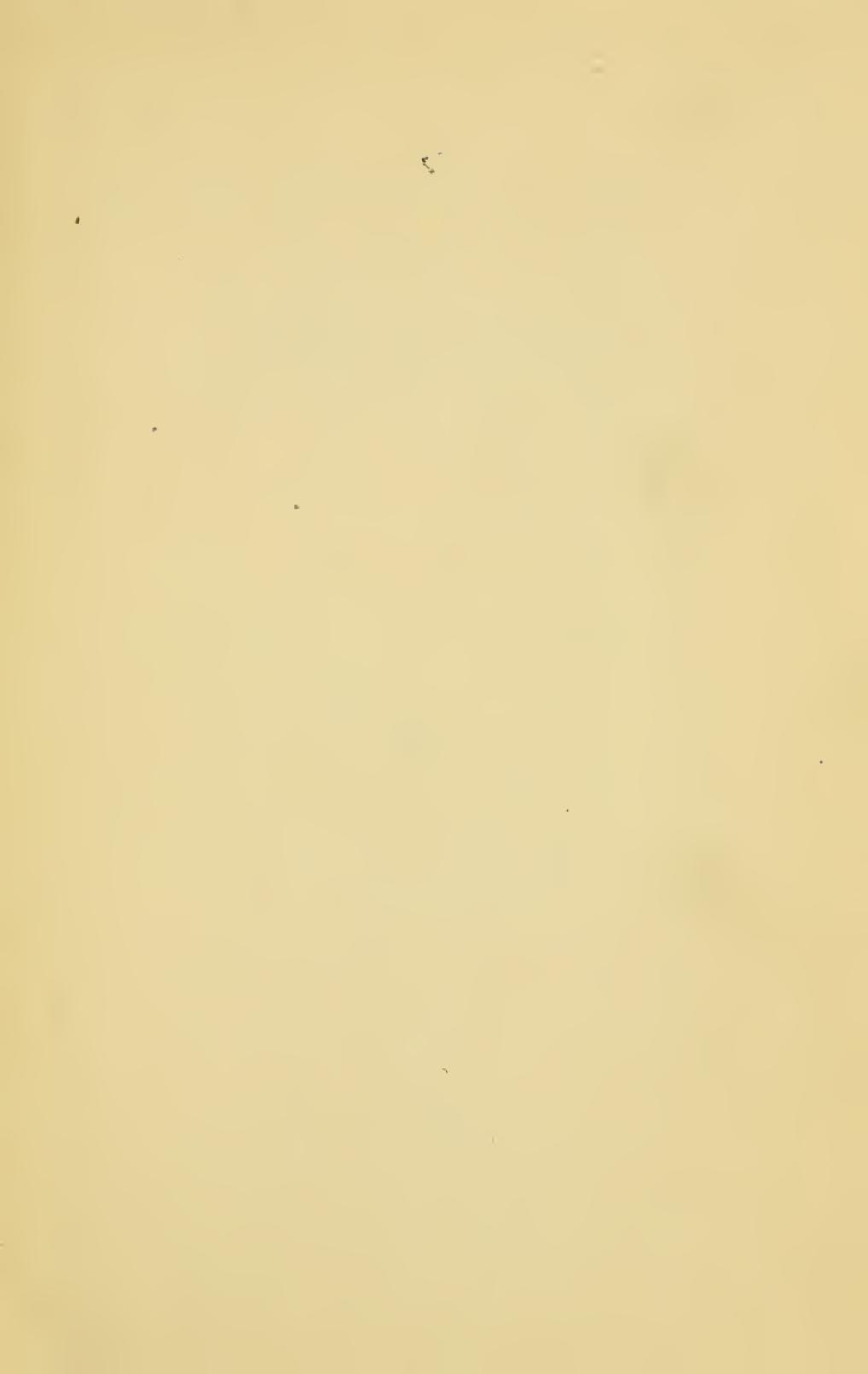
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# STAMMERING

Its ORIGIN and the  
Advanced Natural  
Method *of* CURE



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# STAMMERING

## Its ORIGIN and the Advanced Natural Method of CURE

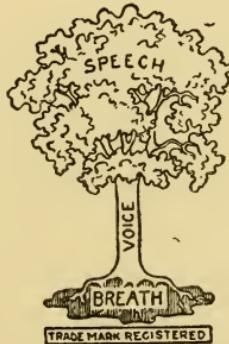
SEVENTEENTH EDITION

By  
LEE WELLS MILLARD

Formerly an Inveterate Stammerer for Over Twenty Years; President and Founder of The North-Western School for Stammerers; Originator, Principal Instructor and Demonstrator of the Advanced Natural Method for the Cure of Stammering and Stuttering, and Lecturer on the Essential and Practical Features Embodied in the Course of Treatment and Instruction; Author of The Millard Instructor, A Key to Perfect Speech and other works on Stammering; and Editor of The Natural Speech Magazine, Published Monthly in the Interests of Those Afflicted with Stammering, Stuttering and Other Speech Impediments.

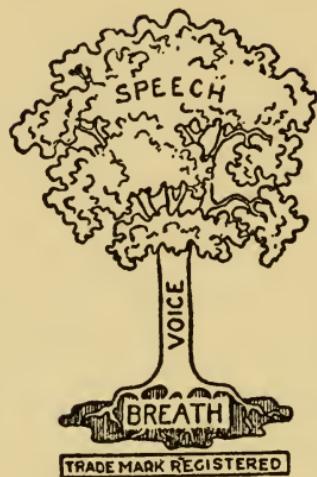
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*An Educational and Scientific Treatise on  
the Origin and Effects of Stammering, to-  
gether with an Outline of the Advanced  
Natural Method of Cure.*



The North-Western School for Stammerers  
PUBLISHERS  
2316 Grand Avenue Milwaukee, Wisconsin

## OUR TRADE MARK EMBLEM



¶ Our trade mark emblem, **BREATH, VOICE AND SPEECH**, exemplify and contain the embodiment of our Advanced Natural Method for the cure of Stammering.

¶ Without roots and a trunk the tree would bear no leaves. Hence the tree emblem is the closest idea to the three essentials that are symbolmatic of **BREATH, VOICE AND SPEECH**.

¶ The stammerer's greatest fault is in his haste for *speech* after obtaining *breath*—he neglects *voice*. By paying close attention to easy, continuous vocalization after proper inhalation of *breath*, and articulating lightly so as not to block or obstruct the *voice*, *speech* is comparatively a simple process under our Advanced Natural Method.

¶ Stammering is partially mental, thus mind training should go hand in hand with the technical features of the cure. The effectiveness of our speech training is because we have found that the technical and psychological features are so closely allied that one is inseparable from the other, in a cure that is to be complete and permanent.

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# CONTENTS

<i>Chapter</i>		<i>Page</i>
Our Trade Mark Emblem.....		4
Preface.....		9
 <b>PART I</b>		
<b>AN INVETERATE STAMMERER FOR OVER 20 YEARS</b>		
I My Early Experiences.....		17
II A Resolution.....		21
III What Our Advanced Natural Method Consists of.....		22
IV My Life's Work.....		23
 <b>PART II</b>		
<b>A BRIEF HISTORY OF THE NORTH-WESTERN SCHOOL FOR STAMMERERS</b>		
I A Modest Beginning.....		24
II A Progressive Growth.....		25
 <b>PART III</b>		
<b>STAMMERING AND STUTTERING DEFINED</b>		
The Causes, Tendencies and Effects		
I Cause or Origin.....		26
Why the Stammerer is Ridiculed.....		27
II The Difference Between Stammering and Stuttering.....		28
III Intermittent Stammering.....		29
IV Stammering Not Hereditarily Transmitted.....		29
V Stammering Not Caused by Nervousness.....		30
VI Some Children Predisposed to Stammer.....		31
VII Stammering and Stuttering Seldom Outgrown.....		31
VIII Many Famous Persons Have Stammered.....		32
IX Fear and Worry Conducive to Stammering.....		33
 <b>PART IV</b>		
<b>THE CURE OF STAMMERING BY THE ADVANCED NATURAL METHOD</b>		
I Continuity of Voice Indispensable.....		35
II Talking on Exhausted Breath.....		36

*Chapter*

	<i>Page</i>
III Fresh Air and Health Hints.....	37
IV Breathing.....	38
V Mouth Breathing.....	40
VI Diaphragmatic Breathing.....	43
VII Articulation and What it Signifies.....	46
VIII Talking from a Too Close Position of the Teeth.....	47
IX The Tongue, an Unruly Member.....	48
X Habit.....	49
XI Stammering and Stuttering, a Spasmodic Habit.....	49
XII Pessimism a Habit.....	50
XIII A Scientific Method Cures Stammering by Removing the Cause.....	51
XIV Different Types of Stammering No Handicap.....	51

**PART V****THE ADVANCED NATURAL METHOD DEFINED**

I Facts About Our Methods.....	52
II Great Virtue in Our Natural Method—How a Cure is Brought About.....	52
III The Advanced Natural Method Versus Hand-Swing, Time-Beat or Unit Method.....	54
IV Our's a Progressive Method.....	56
V Average Length of Time Necessary to Effect a Cure.....	56

**PART VI****A BRIEF SYNOPSIS OF THE INSTRUCTION AND TREATMENT**

I Why You Should Attend the North-Western School for Stammerers in Preference to Others—Especially if You Have Failed in Your Efforts to be Cured Elsewhere.....	65
II Personal Attention Given Each Student.....	66
III We Develop Your Natural Powers.....	67
IV Unquestioned Supremacy.....	67
V Twelve Important Reasons for Selecting the North-Western School for Stammerers, and Why it is the Best School in the World for the Cure of Stammering.....	68
VI Some Exclusive Features of the North-Western School for Stammerers.....	70
VII Largest and Most Popular School.....	72
VIII Look Before You Leap.....	72
IX Don't Make a Mistake.....	73
X Enroll Now.....	73

**PART VII****THE STAMMERER'S FUTURE SUCCESS OR FAILURE**

<i>Chapter</i>		<i>Page</i>
I	The World Makes Way for a Determined Man.....	74
II	Desire.....	75
	Be an Optimist.....	75
III	Will Power.....	76
IV	Personality.....	77
V	Personal Success.....	78
VI	Poise.....	79
VII	Power.....	80
VIII	Know Thyself.....	81
IX	Ignorance.....	82
X	Faith and Loyalty.....	83
XI	Your Conscience is Your Guide.....	84
XII	Mental Engineering.....	85
XIII	Mental Attitude.....	86
XIV	Be Thankful.....	87
XV	This is a Day of Action.....	88

**PART VIII****IMPORTANT LECTURES**

I	The Proper Mental Attitude When Talking..... <i>By Lee Wells Millard</i>	89
	An Important Lecture Every Day.....	92
II	The Fundamental Principles of Speech..... <i>By Frank D. Millard, M. D.</i>	93
III	Psychological Development of Will Power and Mental Attitude..... <i>By Edward C. Baroni, A.M., LL.B.</i>	95
IV	There is No Such Word as Failure..... <i>By Harry W. Brown, Ph.D., A.M., LL.D.</i>	98

**PART IX****THE NORTH-WESTERN SCHOOL A BLESSING TO  
STAMMERERS**

I	Plain Facts You Ought to Know.....	104
II	A Home and School Combined.....	105
III	A Few Words About Our Home.....	106

---

<i>Chapter</i>		<i>Page</i>
IV	What the North-Western School Can Do for You.....	108
	Don't Give Up—You Can be Cured.....	108
V	What the North-Western School has Done for Others.....	109
VI	Stammering a Great Handicap.....	110
VII	A Word to Lady Pupils.....	111
VIII	To Parents and Guardians.....	111
	Money Left in Trust.....	111

## PART X

### QUESTIONS AND ANSWERS

I	A Business-like Talk with Lee Wells Millard, in which a Few Pointed Questions are Asked and Answered.....	112
---	---	-----

## PART XI

### BUSINESS POINTERS AND SUGGESTIONS

I	Tuition, Board and Room.....	116
II	Liberty Bonds Accepted.....	117
III	Why Our Tuition Charge is Moderate.....	117
IV	Concerning a Guarantee.....	118
V	Suggestions for Earning Board and Room.....	119
	Evening Sessions.....	119
VI	Stammering a Personal Matter.....	119
VII	Send in Your Application Early.....	120

	Y. M. C. A. PRIVILEGES.....	131
--	-----------------------------	-----

## PART XII

### HOW TO REACH THE NORTH-WESTERN SCHOOL FOR STAMMERERS

I	Free Ride from Depot.....	137
	Telephone Me Upon Your Arrival.....	137
	Sign of Recognition.....	137
	Map Showing Location of the North-Western School with Reference to Depots, etc.....	138

## ADVERTISEMENTS

The Millard Instructor.....	150
The Natural Speech Magazine.....	151

## CARTOON

The Giant "Stammering" Overcome.....	152
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## *PREFACE*

**I**N offering you this, the seventeenth edition of my book on STAMMERING, I do so with a greater sense of pride and satisfaction than ever before. After nearly twenty years of continuous effort and effective application of my Advanced Natural Method of Speech Training, during which time thousands were successfully treated under my personal supervision, I feel that this institution has been true to its appointments.

**¶** Speech is one of the attributes of the Divine Power that elevates man from the animal kingdom. Human beings were meant to talk—not stammer. It is not a pleasing sight in the eyes of the Divine Creator to see a man or woman stammer. It is contrary to the plan of the Supreme Architect of the Universe.

**¶** Time proves all things, however, and a careful perusal of this book on stammering will convince any reasoning person that the scientific, practical and common-sense method employed by this institution will cure the habit of stammering. It is backed by all the physiological and psychological laws that underlie the art of perfect speech.

—LEE WELLS MILLARD.



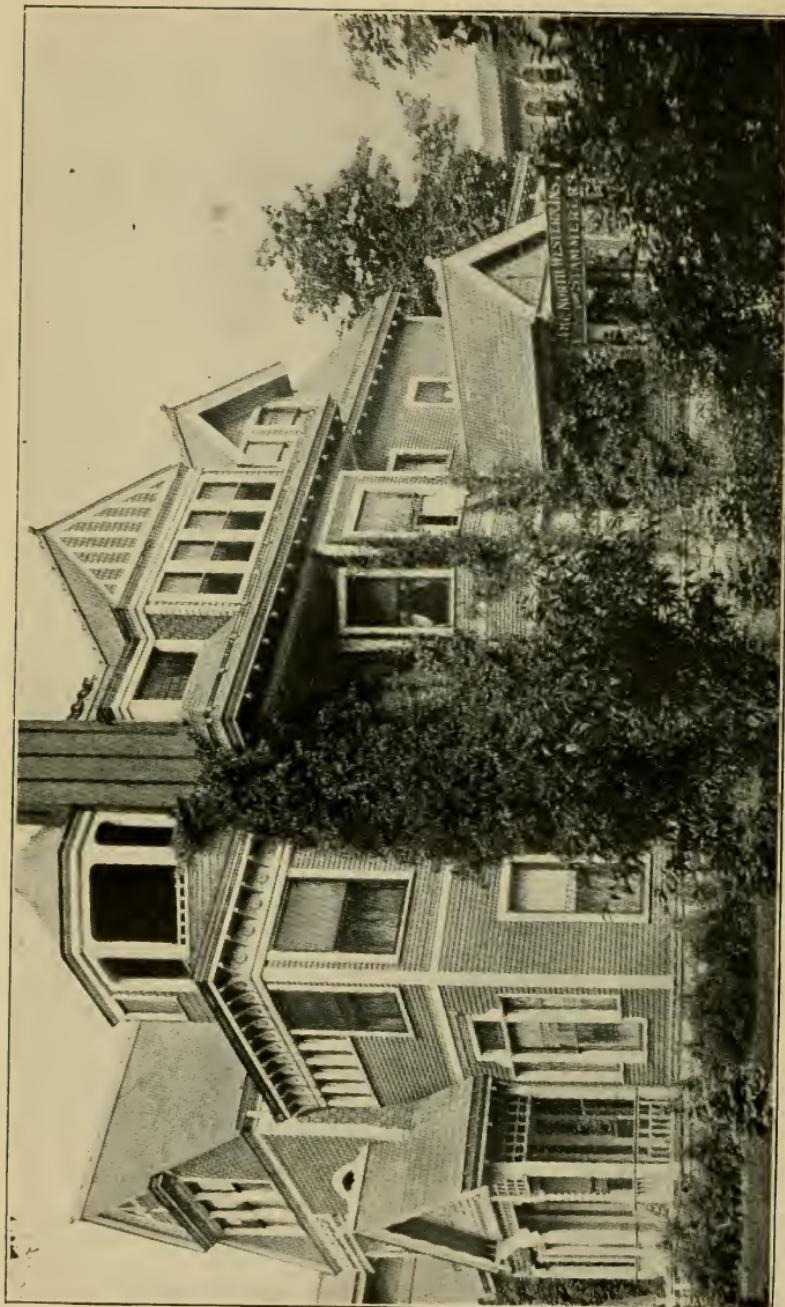
#### **LEE WELLS MILLARD**

President and Founder of the North-Western School for Stammerers; author of "Stammering—its Origin and the Advanced Natural Method of Cure," "The Millard Instructor, A Key to Perfect Speech," and other works on Stammering, and Editor of "The Natural Speech Magazine," Published Monthly in the Interests of those Afflicted with Stammering, Stuttering and Other Speech Impediments.

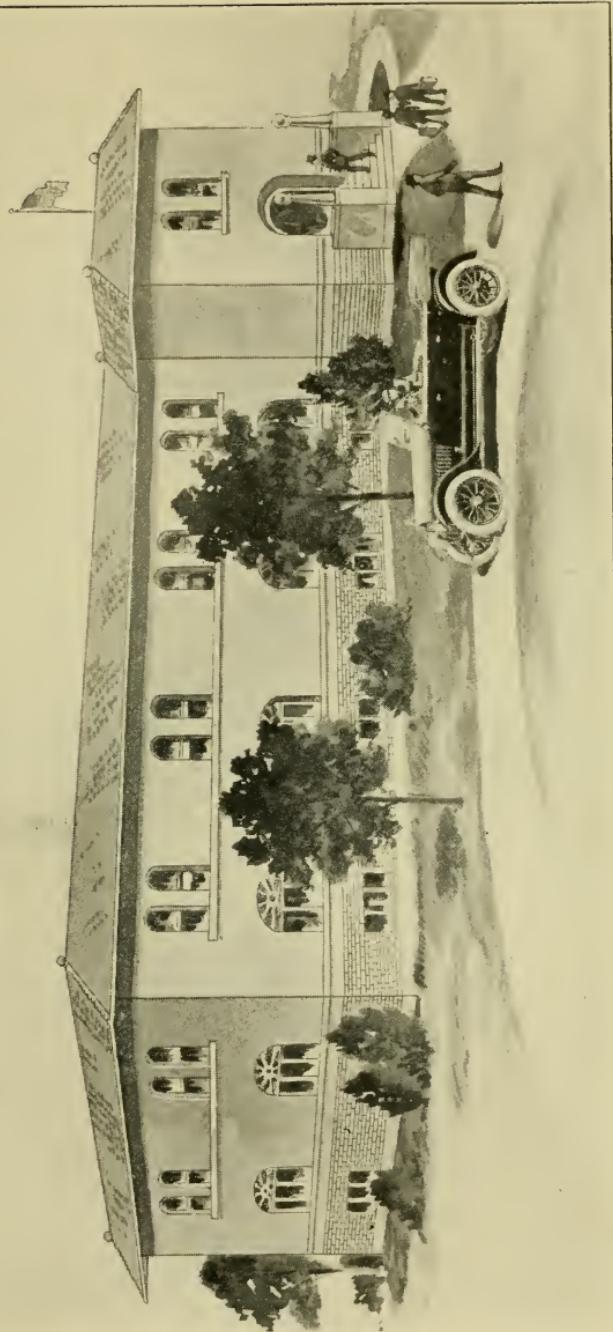


**MRS. LEE WELLS MILLARD**

Whose entertaining features in providing school parties, etc., afford the students in attendance much pleasure. Many regret the time of their departure, so pleasant has their course at the institution been to them.



Side View of Ladies' Dormitory  
Under direct charge of Mrs. Lee Wells Millard



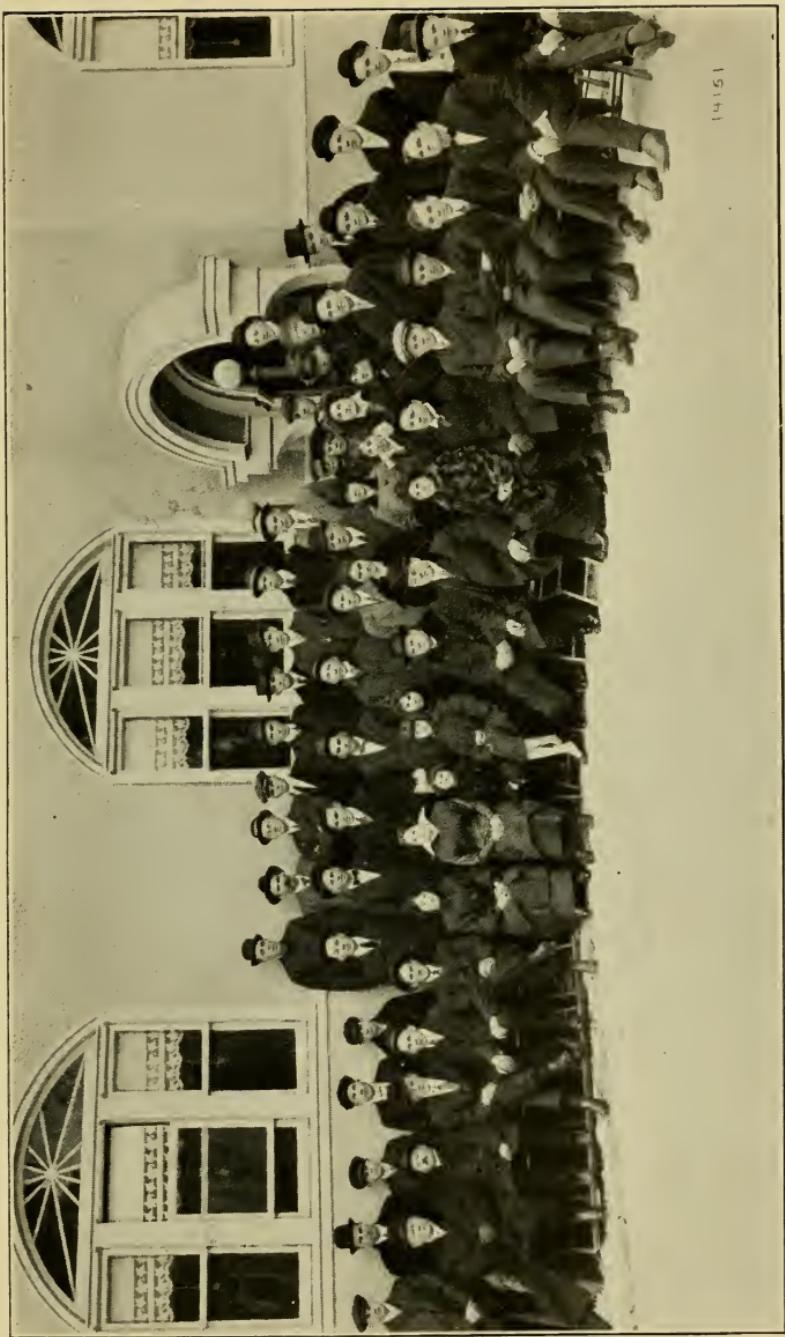
### **Men's Dormitory, Class Room and Assembly Building**

The only building ever erected to be used exclusively for the cure of Stammering, Stuttering, and Other Speech Impediments by a Natural Educational Method which has proven to be scientifically correct.



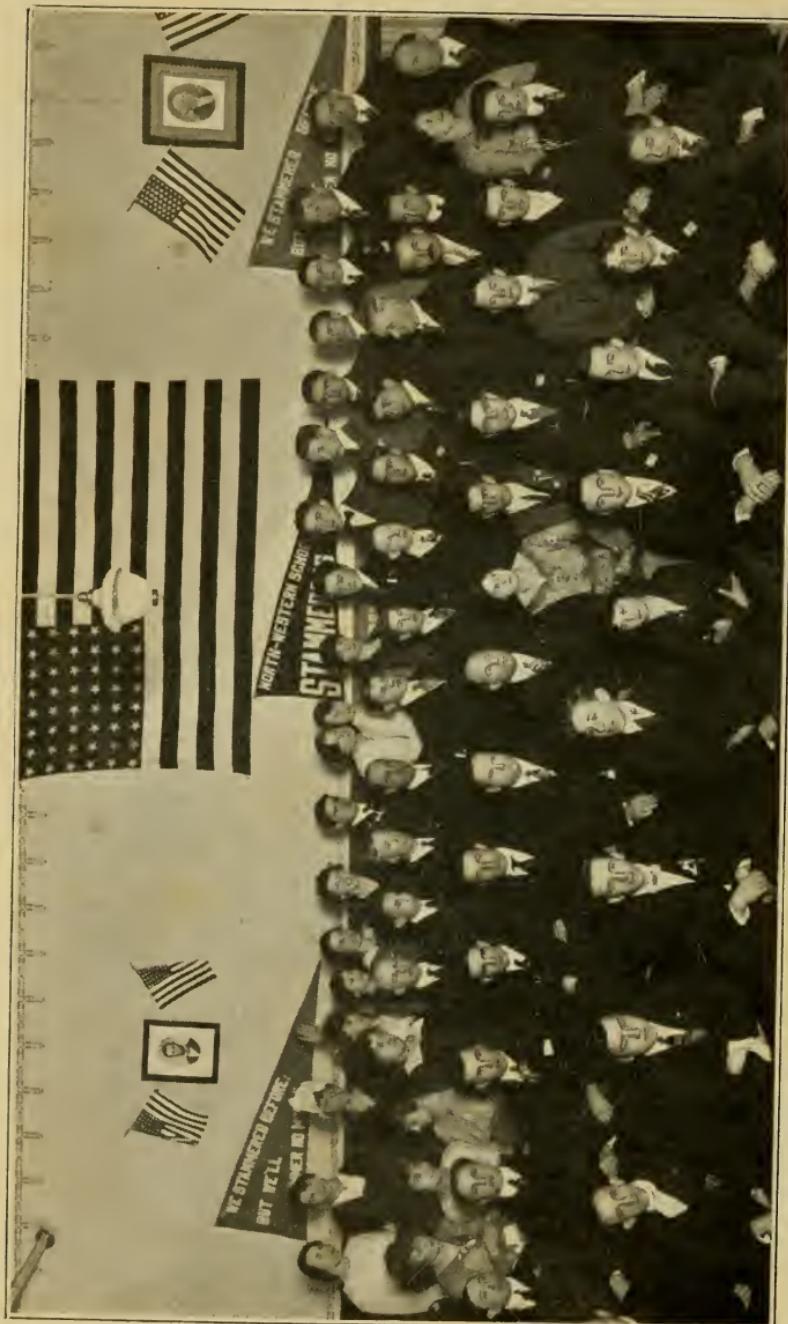
**A Class of Pupils Assembled on Lawn Before Ladies' Dormitory**

Saturday afternoon is always regarded by this school as pupils' half holiday, and in the photo a portion of the class is assembled for an outing in Lake Park.



**Picture of Greater Portion of Mid-Winter Class, Assembled in Front of the New School Building**

Owing to the fact that it was Sunday afternoon, quite a number of pupils are not in the class picture. Nearly a hundred pupils are assembled for treatment and instructions in the day and evening classes.



Photograph of Spring Class

Students assembled herewith have come from all parts of the United States and several foreign countries.

# STAMMERING

## Its ORIGIN and the Advanced Natural Method of CURE

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### PART I

#### AN INVETERATE STAMMERER FOR OVER 20 YEARS

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### CHAPTER I

#### MY EARLY EXPERIENCES

**I** WAS an inveterate stammerer for over twenty years, during which time I had varied experiences with "professors" who travelled from one city to another, as well as at several stammering schools whose methods were too unnatural and embarrassing to follow.

¶ I obtained some relief at an enormous expense, but never lost heart in the thought of some day enjoying perfect speech, and of being entirely free from my fettered condition. It was my one aim in life. Success, happiness and contentment of mind, all depended on my cure.

¶ I remember well the first stammering school that I attended. It was the old Lewis school at Detroit, Michigan, an institution which has since changed hands several times, Lewis himself having committed suicide Aug. 18th, 1915. At the time I attended (1899) however, the school was at its best and but for the embarrassing method taught, consisting of a hand-swing or time-beat, accompanied by a sing-song monotone, the same to be continued for six months or more after leaving the school, I might have succeeded in getting cured. I was of a sensitive nature, however, and the very thought of going home among my friends, talking that way for months, gave me a shudder. It was worse than stammering. One or two students of the class, of a less sensitive disposition, followed the method for months afterwards, but those whom I kept up correspondence with failed to obtain results.

¶ It was my first set back, and my faith was badly shattered, but I still had hopes of some day being cured. At home I was ashamed to go among my friends for I was supposed to be cured. My father reminded me of the money uselessly spent. I decided to earn more money and go back to the school where I could follow out the unnatural method without so much humiliation. In February, 1900, I returned to the school again, fully resolved to do or die. But Mr. Lewis was fond of money and he insisted that I give him \$50.00 more as a second tuition fee, although I had been away scarcely two months. I was disappointed again and I reminded Mr. Lewis that I was guaranteed a cure, but still stammered badly. His only reply was: "Why didn't you follow my method for the six months as prescribed?" I told him of the terrible embarrassment attached to it and that it attracted more unfavorable attention than stammering. He only laughed at my predicament and told me if I felt that way about it I could stammer or pay my second tuition and go in class again. I told him I would think the matter over before deciding.

¶ That same evening I met several students of the school, my classmates of two months previous, who were still time-beating in an arm-swinging fashion and attacking each syllable in a sing-songing manner. One of them, a paper manufacturer's son from California, had been at the school for about a year, and he stammered even when he used the "method" (arm-swing, time-beat.)

¶ I decided not to go back to the school a second time, but to journey several hundred miles to the north woods, as far away from civilization as possible and give the "method" a good try-out among strangers.

¶ I finally reached Emerson, a village owned by a large lumber company on the shore of Lake Superior. But my attempts to follow the "method" were futile. The rough, but good natured, lumber jacks would gather around whenever I would start to talk with the sing-song, time-beat or arm-swing method, as prescribed by Lewis, and they would cast knowing looks at one another as though the prize freak of the universe had struck town. In fact my manner of speech supplied a novelty pastime the town had long been in need of. In a short time I was convinced that a town farther south, where law and social order were

more advanced, would be the logical place to practice the "method."

¶ Leaving a good position as lumber grader, I journeyed south until I reached Vanderbilt, Michigan, a lumber town of larger proportions, where I secured a good position. But it was impossible to use the "method." People would look at me in a pitying way—a look that the stammerer seldom thanks you for—and I considered that I had done my share in "advertising" the Lewis school and would make a freak of myself no longer.

¶ About that time Mr. Lewis sent out a form letter to his ex-pupils, one of which was forwarded to me from my home town, asking for a testimonial or indorsement of his school, in which he stated that a valuable book which he had just gotten out entitled, "Methods of Attack," would be sent to me without charge, if I would send him a letter indorsing his work.

¶ Thinking the book (which I still have as a souvenir) might be of benefit in helping me out of my speech dilemma, I wrote Mr. Lewis as good a letter as I could, not saying that I was cured, but that I thought others could be if they followed his "method." I received little or no help from the book, which in part consisted of poetical selections and pieces of prose, and I turned my attention elsewhere for a cure.\*

¶ I was employed at Vanderbilt, Michigan, with Yuill Bros., during the winter and for Chesbrough Bros. at Emerson, Mich.,

\*The remarkable incident of the testimonial, however, is that after 20 years, it has been "unearthed" by the successors of Geo. Andrew Lewis and they are giving it a place in their book called "Success," and various other literature sent out by them, as though I were really cured there. The testimonial is dated "Oct. 15th, 1900, at Vanderbilt, Michigan." One has only to write to Yuill Bros., Vanderbilt, Mich., where I was employed until 1903, and ask Mr. John Yuill or Mr. Thomas Yuill, my employers, how inveterately I stammered, for three years after that testimonial was written.

That is part of the present Lewis school owner's scheme to deceive the public, however, and is only paralleled by them in publishing the halftone of the late Geo. Andrew Lewis in their book which they send out to prospective pupils as though Mr. Lewis really lives and is still at the head of the school. Mr. Geo. Andrew Lewis committed suicide Aug. 18th, 1915. I am curing nearly two dozen ex-Lewis pupils in my present class, and they tell me the present owners of the school still have the same old arm-swing, time-beat, sing-song drawl method, which must be kept up after the student returns home from the school. Moreover, a large percent of the names they give in their book called "Success" have since attended my institution in Milwaukee with gratifying results under my Advanced Natural Method of Speech Training.

during the summer months. At certain intervals I would select a stammering school and attend for a few weeks but I could not seem to get a cure. I attended six different stammering schools in all and purchased a home course in my efforts for relief. My last summer at Emerson, however, was an eventful one. I analyzed the different methods of schools I had attended and decided that a method to be successful must be a natural one, because the majority of stammerers were sensitive. My study of psychology also taught me that the stammerer lacked proper co-ordination from mind to muscle, and that the negative mental condition must be changed to a positive one.

¶ The deeper I went into the matter the more convinced I was that a method more scientific than any evolved could be perfected. I soon lost all interest in the lumber business and concluded that I was in Northern Michigan, because my stammering had driven me there, and that perfect speech would bring me among my relatives and friends.

---

### **WAS CURED IN THREE DAYS**

Butte, Mont., March 9th, 1919.

Mr. Lee Wells Millard,  
Milwaukee, Wis.

My Dear Sir:—As I have been away from your institution for over a year and my cure is as perfect as the day I left there, I take this opportunity of writing you and expressing my heartfelt thanks and gratitude for the wonderful results obtained.

Although I was one of the most severe cases of stammering when entering, not being able to have my trunk sent to your school without writing it down, I believe I hold the record for a quick cure. As you remember, I was actually cured in **THREE DAYS** and never have experienced any further difficulty since. I remained there a few days longer than that but did not need to. What I have done, others can do, if they will put their whole mind to it and use their will power and go into the work with enthusiasm and determination.

Your method is very easy to follow and the condition of school life there is to enhance quick and permanent results. Your daily lectures to the class are highly appreciated by all the students. They put "pep" and "ginger" into the pupil and he goes into the work each day with renewed vigor and zeal to go home with the most perfect cure possible.

Really, Mr. Millard, I cannot find words of praise good enough for your great and worthy institution, but you can depend on it that I will always have the kindest thoughts and remembrances of the time I spent there, and although short, it was the most profitable of my life. Thanking you, I remain,

Yours very sincerely,

FRANK McGEE.

205 Pearl Street.

## CHAPTER II

### A RESOLUTION

¶ I tendered my resignation to the lumber firm at Emerson, and immediately began to formulate a new method for the cure of stammering, along natural and practical lines.

¶ I was able to profit by my past experiences, steer clear of others' mistakes and develop a scientific method decidedly different from the rest—a method that could be put into daily use and practice, without attracting the unfavorable attention of other people.

¶ The result of my experiment and investigation proved beyond a doubt that I had perfected a natural, scientific method of treatment, destined to not only eradicate my own stammering, but to prove a boon to thousands of others in a like condition.

¶ I gave myself about ten days constant and intensive training and the results were truly marvelous. I decided to go to Milwaukee and review my method before my brother, Dr. Frank D. Millard, a practicing physician and surgeon. He told me I had perfected a method that would appeal to all sensitive and refined people that stammered, and would in due time attract worldwide attention.

¶ To say that his prediction has proven true would be putting it mildly. He saw his prediction realized in a shorter time than was ever dreamed of, and has delivered lectures before students of our classes who come here from almost every clime—from Greenland's icy mountain to India's coral strand.

¶ The world is entering on a new era of accomplishment that will far exceed anything heretofore imagined. The world war has brought about great changes and America now has her rightful place among the great nations of the earth and as time goes on, more and more will she be revered and respected for her sound principles and ideals.

¶ The North-Western School for Stammerers today is the largest and most successful school of its kind in the world—and still growing.

## CHAPTER III

## WHAT OUR ADVANCED NATURAL METHOD CONSISTS OF

¶ Everything is embodied in my course of speech training to make the cure permanent and complete. Perfect speech can be had before the student leaves here—with nothing to leave off or add on, and no exercises or “method” to follow afterwards.

¶ My Advanced Natural Method goes back to fundamental speech principles and combines the technical or physical with the psychological or mind training. The order in which the method develops the cure is as follows: Relaxation, breath control, continuity of voice between syllables and words throughout the sentences—in a natural manner, and light articulation. The student is taught the science of concentration, and visualization and the relationship of mind to body. A positive mental attitude is brought about, the will power developed, the fear of stammering killed, confidence fully restored and personality brought back to a natural state of perfection.

¶ Moreover, our students are taught the difference between positiveness and negativeness and how one enhances stammering and the other enhances the cure. Why mental energy is more potent than physical effort in talking. How to be their own mental engineer. How to concentrate the mind so as to co-ordinate properly between speech center and speech organs. From what position of the throat to phonate voice. How far apart to keep the teeth when talking. What position the tongue should assume while talking and when not in use. How to stop forcing the articulation. How to keep from compressing the diaphragm and to not talk on exhausted breath. How to allow yourself to talk instead of trying to talk. How to be self-confident instead of self-conscious. How to keep a picture of perfect speech before the mind; to make the mind rule the body properly—and a thousand and one other things generally overlooked or not taught at other stammering schools.

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*The Institution is Endorsed by a Prominent Physician*

I take pleasure in stating that I have personally acquainted myself with Prof. L. W. Millard of the North-Western School for Stammerers, and its methods, and that both made a very good impression on me from the scientific as well as the practical standpoint. I frequently take opportunity to recommend the institution to patients of mine asking for information.

233 Ninth St., Milwaukee, Wis.

DR. PAUL J. KAPPES,

## CHAPTER IV

### MY LIFE'S WORK

¶ I know of no other work in which I could engage that would bring about such manifold blessings in relieving a certain class of mankind of misery and mental torture.

¶ My usefulness to humanity in curing thousands of the most difficult cases of stammering, stuttering and other speech imperfections, has been echoed from every quarter of the civilized globe. Blighted hopes, crushed ambitions, emaciated expressions of sadness, all tell the story as nothing else can of the stammerer's dilemma. Nothing else in the world has caused so much mental depression, and negativeness of disposition as stammering.

¶ Once a sufferer myself, I can better appreciate the sorrow of others unfortunately afflicted with stammering, and I can likewise glory in their cure. Hence, I like my profession, I never grow nervous or impatient with any case, no matter how severe—and that is part of the secret of my success.

¶ The stammerer has little or no chance in our great hustling and bustling nation. To be a success the stammerer must free his fettered tongue. No matter from what angle you view it, stammering closes every avenue to a successful career. It keeps the unfortunate in the mediocre class and denies him or her from partaking freely of the fruits of business or social success. Stammering can be termed as a liability—not an asset. A perfect manner of speech is always the best letter of introduction.

¶ Thus, with the aim of devoting my entire future life for the benefit of others in curing their stammering and correcting their speech impediments, I have built my institution on the plan of a *school and home combined*, and can today offer better facilities for speech training than any similar institution in America.

¶ With continued encouragement of success, I hope still further to be able to extend the blessings of this institution to disheartened stammerers in every nook and corner of the earth, and offer them a new life crowned with the joy, ambition and success that radiate from a fluent tongue.

¶ Surely one of God's greatest attributes and noblest blessing is the inherent faculty and privilege of perfect and unfettered utterance—the free and accepted gift to mankind.

## PART II

### A BRIEF HISTORY OF THE NORTH-WESTERN SCHOOL FOR STAMMERERS

---

#### CHAPTER I

##### A MODEST BEGINNING

**C**OMMENCING in a modest way, nearly twenty years ago, the North-Western School for Stammerers, was firmly established in the city of Milwaukee.

¶ Its founder had been a severe stammerer for years and had struggled hard under many methods for relief. Finally curing himself by what has since become famous as the Advanced Natural Method, the school had its inception, destined to revolutionize embarrassing methods and bring relief to a world of speech sufferers.

¶ The success of the school is without parallel in the history of similar institutions. Suffering from many different forms of stammering and minor speech impediments, students of all ages and of almost every nationality, have travelled from far and near, some coming more than twelve thousand miles to avail themselves of the school's wonderful system of speech training.

¶ Failure and disappointment are unknown quantities at this institution and the school has proven a safe harbor of refuge to thousands, who have laid down their heavy burden and gone on their way rejoicing, to meet the success due to fluent speech, a fighting heart and the indomitable spirit of "I can," and "I will."

---

#### *HIS STAMMERING IS PAST AND GONE*

Dear Mr. Millard:—Suppose you are wondering how I got along after leaving your school, as my stay was so short. Am glad to say I have no trouble at all in talking now. My stammering is past and gone. I never substitute in the least and am perfectly at ease everywhere. I wouldn't take \$1000.00 for the benefit I derived at your school. I do not fear the future now. I feel at liberty to tie into anything in the line of talking. I am delighted with my ability to talk. At any time I can be of assistance to you, I will be glad of the opportunity. Yours very truly,

G. R. McGEE, McGee Drug Co., Dalhart, Tex.

## CHAPTER II

### A PROGRESSIVE GROWTH

¶ The career of the school has been one of steady progress, each year recording a healthy growth over the preceding season, and adding hundreds of enthusiastic boosters to its thousands of friends.

¶ About ten years ago, the founder of the institution, realizing that the continuous growth of the school meant further expansion, purchased a new home for the school at 2316 Grand Avenue, amid stately surroundings, and erected buildings exclusively for school purposes and the curing of stammering under the Advanced Natural Method.

¶ Thus the school has been true to its appointments and has established a record for itself that is international in scope, and joy has been brought to the hearts of thousands, who formerly were constantly tortured by the fear of stammering and powerless to gain relief from their handicapped and fettered condition.

¶ A glance into the future is encouraging, judging from what has been accomplished in the past, and our policy of square dealing, our modern scientific method of cure, our new buildings and beautiful location, together with our popular tuition rate, all bespeak a continuation of success, even greater than that which has rewarded our efforts of years gone by, and insures our prospective pupils, a course of speech training that is true and tried, that is scientifically correct and unequalled elsewhere at any price.

---

#### *A NEIGHBOR'S OBSERVATION*

WESLEY METHODIST EPISCOPAL CHURCH  
Grand Avenue and 25th Street  
Milwaukee, Wis.

To Who It May Concern:—

Living, as I do, in close proximity to the North-Western School for Stammerers, I have had an opportunity to observe the methods used and results obtained, and am convinced of the correctness of the theories held and the methods used in dealing with stammerers. I recommend the school to all affected in this way.

Yours sincerely,

(Rev.) WM. W. MOORE,

(Rev. Moore is now pastor of the First M. Church at Eau Claire, Wis.)

## PART III

# STAMMERING AND STUTTERING DEFINED

## THE CAUSES, TENDENCIES AND EFFECTS

### CHAPTER I

#### CAUSE OR ORIGIN

**S**TAMMERING can be and has been, defined in different ways, and many of these definitions are theoretically correct. In fact, it has been found more easy for some to define the abnormality than to provide an adequate remedy or method that will eradicate the difficulty and leave the individual a pure, normal and natural manner of speech in its stead.

¶ Stammering is merely a negative state of mind—a mind with a “reserve area” of negative thoughts of doubt and fear.

¶ Stammering can be termed the inability of the will to properly co-ordinate and execute, from speech center to speech organ, the thought and word pictures of the mind. A positive mental attitude is therefore absolutely essential to counteract the negative operation of the “mental machinery” that would otherwise produce stammering.

¶ The causes of stammering are many, and the person thus afflicted usually stammers intermittently or inveterately, according to his or her disposition.

¶ In looking over our descriptive form and record books, which we keep of each pupil treated, I find that in many cases the primitive cause is unknown. Stammering may have its cause or origin in many different ways. It is oftentimes brought about through fright, mimicry, association or protracted illness, and may be caused by measles, whooping cough, diphtheria, typhoid and scarlet fever. One young man in particular, attributed the cause of his stammering or stuttering to the fact that he was scalded when a child.

¶ The original cause of the impediment may have passed away and have been obliterated for years. However, the length of time which elapsed when the cause was most manifest, was of sufficient duration to permit the organs of speech to form a wrong and improper action. Thus, when nature removed the cause, the habit had been formed and still remained.

## WHY THE STAMMERER IS RIDICULED

¶ It is an easy matter for the critical and observing person to call your attention to the fact that you talk too fast; that you do not breathe properly; or that you use too much tension in your talking.

¶ In fact, it really looks to the person who has never been afflicted with the habit as though the stammerer was to blame for his difficulty of expression. This is the one and main reason why some stammerers receive so little sympathy, and if they have no financial resources of their own it is very difficult for them to convince their parents that it is necessary to attend and receive the training and advantages of an institution for this purpose.

¶ The steam engine with 120 pounds of steam will run the separator smoothly and thresh all the grain from the straw. If the steam is low, poor work results. A positive mind acts the same, in the execution of thoughts into sentences.

¶ Our Advanced Natural Method of Cure trains the mind to be positive and confident. We teach our students to think positive thoughts, read positive books and to associate in positive environments.

## **HIS CURE IS PERMANENT**

Canton, So. Dak., May 6th, 1919.

Dear Mr. Millard:—I am completely cured. You may use the following testimonial in your next catalog. In my opinion, the North-Western School for Stammerers is the best in the world. I was an awful stammerer up to a year ago when I attended your school and received a perfect cure. I cannot remember a single pupil there who did not get cured. My cure is permanent. I have taken part in several home-talent plays, and have done almost everything to try out my cure. At present I am a salesman for Wear Ever Aluminum Co. Wishing you continued success, I am,

Sincerely yours, ERNEST LAWRENCE.

(Mr. Lawrence's father is principal of Public Schools of Canton.)

## CHAPTER II

### THE DIFFERENCE BETWEEN STAMMERING AND STUTTERING

¶ It often happens that persons not familiar with speech defects class stammering and stuttering as one and the same. To a specialist of these disorders, however, there is a marked difference.

¶ The first stage in which the impediment manifests itself is oftentimes termed stuttering, the case assuming the mental phase of stammering as the years advance.

¶ In an endeavor to obliterate the confusion and to better distinguish the nature of these two defects, I will make as clear a distinction as possible.

¶ Stammering is a defect exhibited in the organs of articulation, while stuttering is a fault chiefly with the organs of respiration. The rapid repetition of words in stuttering is caused by too loose a tension, while in stammering it is the opposite. Stuttering is manifested in the auxiliary organs of speech, vocalization, singing or declaiming being done with ease. On the contrary, stammering is a difficulty manifested alike in talking, declaiming and often in singing. This rule for stammering holds good, except in complicated cases of stammering and stuttering combined. In such cases the abnormality would show the characteristics of both.

¶ Thus, much might be said to disentangle these two disorders that have in the past been treated as one, but, briefly, the two are differentiated as follows: Stammering is an inability of the will under various conditions to co-ordinate or control the organs of speech, and is often accompanied by grievous contortions of the face. Stuttering is a clonic spasm due to the inability to form certain sounds, the fault arising mainly through the organs of respiration and vocalization, the effect being the alternate action of breath and voice heard in the rapid repetition of a syllable or word before the following one can be uttered.

#### STATE NORMAL SCHOOL

*W. H. Cheever—Political Science, Economics, Sociology  
State Institute Conductor*

To Whom It May Concern:—I have known personally several of Prof. Millard's pupils and am pleased to state that their improvement has been very marked. They themselves are very enthusiastic in their statements as to what the institution has done for them.

W. H. CHEEVER, Milwaukee, Wis.

## CHAPTER III

### INTERMITTENT STAMMERING

¶ Undoubtedly there have been times in the lives of all stammerers when their impediment would alternate in direct ratio to their physical condition. This is termed intermittent stammering.

¶ It often happens, when the environments are pleasing and the health in perfect condition, that they will barely exhibit their defect for days.

¶ Absurd, however, as it may appear to some, perhaps the following fortnight, suffering from some indisposition, a cold, for instance, or some form of mental emotion peculiar to their disorder, they will stammer incessantly.

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## CHAPTER IV

### STAMMERING NOT HEREDITARILY TRANSMITTED

¶ While the habit of stammering is not hereditary, a predisposition to this malady is handed down from parent to offspring and may have passed through several generations. The children of the same family do not all inherit this disposition in the same degree, and some probably not at all.

¶ Usually one or two children will exhibit a tendency to stutter, and if not carefully looked after and corrected in the right way, will soon form the habit, which will become more firmly rooted as the child advances in years.

¶ The predisposition to this defect is no doubt weakened and eventually eradicated by the intermarriage of the negative and timid natures to the strong and positive ones, and vice versa.

¶ It may be also well to add that impediments of speech are found in families where their histories give no previous defect of this kind.

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#### *Commendation of Prominent School Supervisor*

Milwaukee, Wis.

It affords me great pleasure to state, from personal observation, that Mr. Millard has been very successful in treating cases of stuttering.

MARGARET CANTY, Supervisor Public Schools.

## CHAPTER V

### STAMMERING NOT CAUSED BY NERVOUSNESS

¶ Many writers have on various occasions tried to class stammering as a nervous disease and trace the primary cause of the defect to a disordered nervous system. While there are cases in which the stammerer shows signs of nervousness under certain conditions, he is not necessarily a person of weak nerves. Furthermore, nervousness, being manifested only in connection with his speech, is in reality a direct result rather than the cause of his abnormality, and after the stammering is removed there will remain no trace of his nervousness.

¶ The increased amount of effort and constant strain that stammerers are put to in expressing themselves always have a depressing and exhausting effect upon the nervous system. This unnatural amount of effort to perform a natural function of the organs concerned in speech production causes unnecessary waste and wear of the nervous system.

¶ Long continued worry and mental depression from any cause is debilitating and hinders healthy nutrition and the proper function of the organs of the body. Some persons can stand the mental strain of stammering for a longer period than others without any perceptible change in health, while in others there is lowered vitality, emaciated form and drawn features.

¶ Our Advanced Natural Method makes the pupil feel at ease and complete relaxation of nerve-tension is brought about within a short time. The body gains in weight, under our treatment, and a calm, relaxed facial expression is noticeable within a few days after the student enrolls.

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### DOING A SPLENDID WORK

CITY OF MILWAUKEE

Office of the Mayor

To Who It May Concern:—

It gives me great pleasure to indorse the North-Western School for Stammerers, of this city, located at 2316 Grand Ave., the institution is doing a splendid work, and a great many students from this and other states are attracted here each season to avail of the speech training it offers.

I am personally acquainted with Mr. Millard, the president of this institution and am also acquainted with some of his former students. From the personal statements of the students that I have met, I know he is doing a grand work and I can heartily recommend this institution to those who wish to come for a course of speech training. **DANIEL W. HOAN**, Mayor.

## CHAPTER VI

### SOME CHILDREN PREDISPOSED TO STAMMER

¶ Much might be said upon this subject. However, as space does not permit, attention is drawn to a few cautions and to cite instances where impetuous or scolding parents and teachers have had a tendency to aggravate the evil instead of correcting it.

¶ The impediment may have its cause or origin in many different ways. It is oftentimes brought about through fright, imitation, or protracted illness, and may be caused by diphteria, typhoid and scarlet fevers, etc.; but, in whatever way the cause may start, it is best when helping the child over the difficulty, to tell it what to do instead of what not to do. The latter would bring a self-consciousness before the child's mind of its defect and keep the organs of speech tensioned to an abnormally high degree, which would be the worst possible condition for the child.

#### STAMMERING CHILDREN SHOULD NOT BE PUNISHED

¶ Moreover, parents, governesses or teachers should never punish, scold or otherwise produce in the child a nervous dread to talk.

## CHAPTER VII

### STAMMERING AND STUTTERING SELDOM OUTGROWN

¶ One of the greatest mistakes that parents of stammering children can make, is to give credence to the harmful and oft-repeated advice of friends and relatives, "Your child may possibly outgrow the impediment," and some have even offered the ridiculous suggestion that it can be overcome by keeping pebbles in the mouth. The most that the pebbles could do would be to keep the teeth apart.

¶ A careful gleaning of our record of statistics and from noted government authorities, it has been found that less than one percent of children who stutter or stammer ever outgrow the impediment after reaching the age of eight.

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## CHAPTER VIII

### MANY FAMOUS PERSONS HAVE STAMMERED

¶ Some mothers have entertained the idea that a mental deficiency existed which caused the child its trouble to articulate properly. This impression however, is entirely wrong and is proved by the fact that some of the brightest minds the world has ever known were afflicted with stammering, a few of them I will mention.

¶ The Bible speaks of Moses being troubled with an impediment—history mentions Louis II and Louis XIII of France; King Eric of Sweden; Mahomet-el-Rasser, king of Spain; Demosthenes, the famous Greek orator; Canon Kingsley, Charles Lamb, Martin F. Tupper, the English poet; Curran, the Irish orator; Plutarch, Aesop, Virgil, and Bossy d'Anglas, the famous artist. Dr. Senn, and other famous physicians and public men of our own country, such as the late Col. Theodore Roosevelt, who is said to have stammered quite severely, and Hon. Wm. A. Graham, U. S. Senator and Governor of North Carolina, was afflicted with stammering, and numerous others could be mentioned. From the few names above, however, it can be plainly seen that there is no truth whatever in the idea that stammering or stuttering is the result of defective mentality.

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### CURED AND CURED PERFECTLY

Mr. Lee Wells Millard,  
Milwaukee, Wis.

Mr. Millard:—I have been contemplating on writing to you for some time, but wanted to wait and see how well I remained cured. I must say I am talk-talking fine. I don't believe I will ever have trouble again.

Before I went to your school people called me stuttering John, but now they call me the "Silver tongue orator." I made a 30-minute speech on New Year's Day and did not have a bit of trouble. I am cured, and cured perfectly. I paid my full tuition, but still feel that I owe you a great debt. The tuition you ask is nothing for perfect speech. If I were a rich man I would donate a hundred thousand dollars to your school so that many poor stammerers that are not able to pay, could come and get cured. I worked and saved my money to come with, and now I am enjoying the fruits of it. No money could buy my cure. I can only give you kind words. I wish you all the success in the world for your good institution.

Your grateful student,

JOHN H. KURTZ,  
R. F. D. No. 1, Box 49, Chester Ga.

## CHAPTER IX

### FEAR AND WORRY CONDUCIVE TO STAMMERING

¶ The great negative note in the lives of most stammerers is fear. It is the one great bugbear stammerers have before their minds. Fear is the mother of all negative emotions, and the stammerer is too apprehensive and he is too often crossing imaginary bridges before they really appear.

¶ The fear of stammering in the mind of the average speech sufferer is the greatest handicap to be overcome. The memory and experience of former defeat keeps the mind in a negative state, until the reality of victory has been recorded a sufficient number of times, to eradicate the old memory of the habit.

¶ Fear is a weak, negative attitude which should never have been assumed, and the effects can be enumerated in many ways. It has destroyed the finely budding characters of men and women everywhere. It demoralizes character, destroys ambition and has curbed or prevented numberless achievements aspired to by man.

¶ Worry, lack of confidence, bashfulness, irresolution, timidity, depression and all the rest of the negative brood of feelings and emotions are the progeny of fear. Worry is the oldest child of fear; hence, if we drive out the mental vampire of fear we will cease to give out to others the negative suggestions of incompetency, lack of self-reliance and the other impressions that hurt one's chances in getting cured of stammering, or of a successful career afterward.

¶ Perhaps the most phenomenal part of fear is the fact that when one fears a thing he really attracts it to him—just as if he desired it. The principal reason is this: When you fear stammering you create a mental picture of the word or sentence you are afraid of, which if repeated, has a tendency toward materialization. With mental pictures of words you are afraid of constantly before the mind, you are sure to think of them—which thoughts take action and being, and are directly conducive to stammering.

¶ To counteract this law of attracting fear, let the thoughts be of courage, and victory. Keep the mind centered upon that which you wish to attain. Thus when the feeling of fear at-

tempts to enter the mind, administer the antidote of fearlessness and courage.

¶ Whenever the stammerer can forget fear he speaks with no difficulty. But every indulgence in stammering intensifies fear, and every suppression of it increases his power to overcome the defect. Hence, continued refusal to indulge in the old habit, stammering, and persistence in fluent talking, which occurs when the fear is allayed, will be the consequent means to recovery.

¶ The "fluent spells" which naturally occur will supply sufficient courage to dissipate the fear of stammering. Therefore in order to bring about early relief from the stammering condition, extreme care must be taken to not stammer once, when it can possibly be avoided.

¶ With a feeling of courage and determination and a full knowledge of our Advanced Natural Method, stammering can be very easily avoided on every occasion, until you have gained sufficient confidence that fear no longer enters the mind.

¶ When the illusion of fear is once stamped upon the mind it is a check to all human endeavor until it is removed by the reality of truth.

¶ To sum it up in a word, fear is all evil, not having one redeeming quality, and, going hand in hand with stammering as it does, it is the one great mental juggernaut that must be overcome.

¶ Fear feeds on a lack of confidence. To gain confidence you must win small victories each hour. By following our Advanced Natural Method you can easily win them with every sentence you speak.

¶ My "psycho-mento" or mind-training exercises kill the fear of stammering and leaves the mind positive and confident. The will power, under my system is strengthened fully 100 per cent.

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*Fortune smiles on the determined man; I can't is un American.*

## PART IV

### THE CURE OF STAMMERING BY THE ADVANCED NATURAL METHOD

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#### CHAPTER I

##### CONTINUITY OF VOICE INDISPENSABLE

¶ One of the most essential features involved in a course of correct treatment is to center the key of voice to the fore part of the mouth and keep the voice a trifle in lead of the words.

¶ The column of air from the lungs is set in vibration by coming into contact with the vocal chords and produces voice. By passing through various chambers—the larynx, the pharynx, nasal cavities and mouth—and being modified and articulated at the same time, speech is produced.

¶ Voice being the material of speech, it is obvious that the stammerer should direct his efforts in this direction. Notwithstanding his repeated failures, he will invariably try to force speech by moving his head, his tongue and jaws, and often his limbs, in a vain attempt to produce the sound which he is unconsciously preventing by closing the passage through which voice can only come. By this misdirected effort and undue tension, continuity of voice is an impossibility.

¶ There can be no clear, easy conversion without a continuous flow of voice. This natural phenomena depends on the organs and muscles of respiration, which must be completely under control.

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#### *NOTED MINISTER GLAD TO RECOMMEND SCHOOL*

GRAND AVENUE CONGREGATIONAL CHURCH  
Milwaukee, Wisconsin

*To Whom it May Concern:*—I am very glad to recommend an institution that is successful in remedying any serious defect of speech. Having conversed with some of its graduates, I am convinced that The North-Western School for Stammerers is accomplishing the work for which it exists.

2103 Grand Ave.

REV. C. H. BEALE, D. D., *Pastor.*

## CHAPTER II

### TALKING ON EXHAUSTED BREATH

¶ One of the first and most important things to be done in a cure for stammering is to properly regulate the breathing. Stammerers, as a rule, have too shallow a form of breathing which is not only injurious to the general health, but manifests itself in a depressed condition of the chest after vocal effort, causing palpitation of the heart, pains in the lungs, and shows other symptoms of serious pulmonary troubles.

¶ The mismanagement of the breath is due to the stammerer, instead of trying to speak after an inspiration, he usually attempts to converse immediately after expiration.

¶ Talking on exhausted breath is a very common occurrence with certain types of stammering. It usually happens in this way: The person thus afflicted with the habit, having something of importance to say, starts the sentence and comes to a word or syllable that appears at the moment insurmountable. Through the misdirected effort to utter the word, he over-articulates and expels the remaining breath, and the whole diaphragm seems to have collapsed and stuck together, as it were. Partly gaining control and equilibrium, he tries to finish the remainder of the sentence on exhausted breath.

¶ In controlling this part of the defect there are a few principles it would be well to bear in mind. Remember, that nothing of importance is done in a hurry, and, as he has before him a world full of air, to keep his respiratory organs supplied. Furthermore, he should keep a constant check over his emotional nature and clearly concentrate and visualize upon what he is saying, without undue mental intensity or nervous strain.

¶ The importance of breath control is immediately taught our students and the habit of talking on exhausted breath is quickly broken and diaphragmatic breathing takes the place of the former incorrect manner of forcing, straining and talking on exhausted breath.

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*Happiness is found in the state of mind.*

### CHAPTER III

#### FRESH AIR AND HEALTH HINTS

¶ Fresh air is God's most bountiful gift to mankind. It is about the only thing in the world you don't have to pay for. The only time you pay is when you don't get enough of it. If it were charged for, the pupil might take a deeper breath when talking, for then he would consider it important.

¶ "He lives longest who breathes the most air," is more common sense than poetry. When out for your daily walk, inhale for five regular steps and then exhale for the next five steps. This is a health suggestion, as well as a practice that will develop the diaphragm.

¶ Never sleep in a room where you cannot open a window—from the top. This practice will lengthen your life, and you will awaken each morning with vim and vigor, ready and better able to perform your daily tasks.

¶ Avoid smoking—and the use of tobacco in any form. It acts directly upon the muscles and nerves at the root of the tongue and vocal chords. It enervates the system and keeps the nerves on edge, hence, being especially detrimental to persons overcoming stammering.

¶ Quiet the nerves by deliberate thinking and back your desire for speech, with courageous thoughts and the positive mental attitude. Strong nerves denote a healthy body, which can only come through positive, constructive thought.

¶ So great are the benefits derived from our course of speech training, that together with the cure, the average pupil gains from ten to fifteen pounds in weight and sometimes even more.

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#### **SCHOOL HAS EARNED AN ENVIALE REPUTATION**

**TABERNACLE BAPTIST CHURCH**  
261 Nineteenth St., Milwaukee, Wis.

To Who It May Concern:—

The "Exclusive Features" advertised and elaborated on the back of the North-Western School for Stammerers' letter head, I have reason to believe are absolutely correct. I base my belief upon the fact that I have visited the school on several occasions, have talked with the students and instructors, have addressed the school twice, and have furnished a pupil afflicted with stammering, who graduated in time, cured.

The school has earned an enviable reputation, far beyond the confines of Milwaukee, and is deserving of the same because of permanent results achieved.

(REV.) WILLIAM T. DORWARD,

## CHAPTER IV

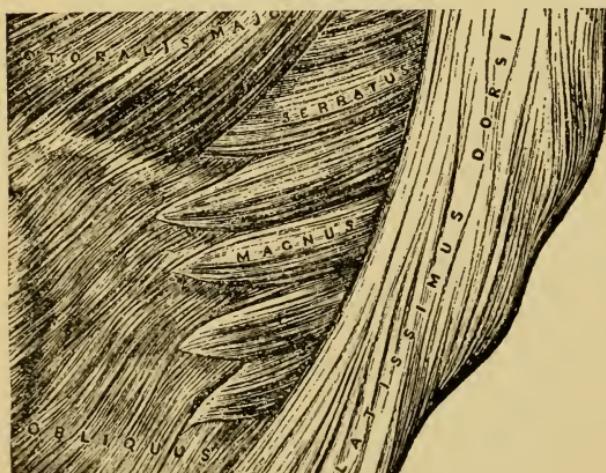
### BREATHING

¶ The average person knows too little of breathing and pupils of this school, when first enrolling, might think the breathing exercises are merely to "fill-in" with. As a matter of fact, they are inseparably connected with the cure.

¶ No person can stammer and breathe correctly. They must either force the breath out or hold it back, or use diaphragmatic compression, block or obstruct the voice with the tongue or lips, in order to stammer—and do a "good job" of it.

¶ The oxygen taken into the system through deep breathing, will in itself, pay you a hundred fold in health, to say nothing about the importance of deep breathing from a standpoint of raw material for good talking.

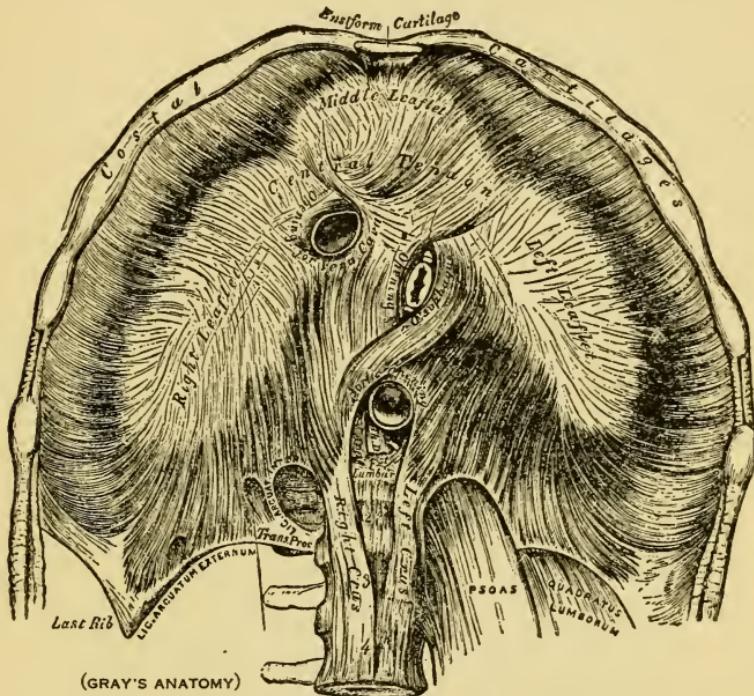
¶ Nervous people, especially, need the life-giving oxygen that the body gains by forming the habit of deep breathing. The nervous system is a glutton for oxygen, and it is estimated that the brain itself uses one-half of all the oxygen we breathe. It is little wonder that brain-workers, in poorly ventilated offices, have a look of weariness and feel as if they are in need of a vacation. Pure air and deep breathing is what they need most.



*Side View of Thorax  
and Abdomen*

Showing the external oblique and serratus magnus, important muscles of respiration.

¶ Always keep the window of your office or sleeping room open from the top, so as to allow the impure air to escape and the heavy air, loaded with oxygen and ozone, an opportunity to descend to the lower portion of the room and constantly crowd out the lighter air, at the upper part of the room, which is impure.



### *The Diaphragm, Under Surface*

Showing Central Tendon and Muscular Fibers.

This wonderful muscular apparatus contracts and expands for each breath you take, when you breathe diaphragmatically.

### *Two Brothers Cured Over Nine Years Ago*

Dear Mr. Millard:—Have been thinking for a long time that we owe you a letter, but, you know, we never hardly get time to do much writing after our spring work starts, but today will drop you a few lines to let you know that we are both talking fine and cured to stay cured. We will never forget your good school and the fine time we had while there getting cured. Wishing you the best of success, and hoping to hear from you again, we are,

Yours very truly,

HARRY PHILBRICK, WALTER PHILBRICK.

Box 159, Turtle Lake, No. Dak.

## CHAPTER V

### MOUTH BREATHING

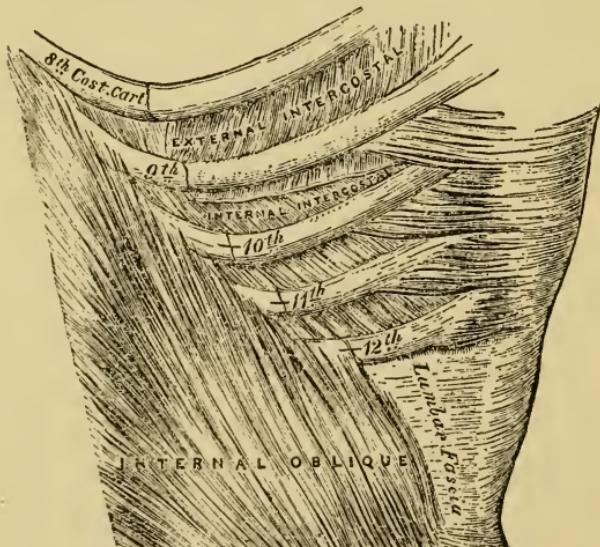
¶ Mouth breathing has become second nature with many. The habit is often formed in babyhood, thereby unfitting the nasal muscles for carrying out their function, making mouth breathing become a fixed habit.

¶ It is a decidedly wrong form of breathing, however, and certain irritation and dryness of the throat is the result. Especially is this noticeable with singers or public speakers, who, when nervous are inclined to draw sharp, short breaths through the mouth.

¶ Perfect breathing develops perfect poise.

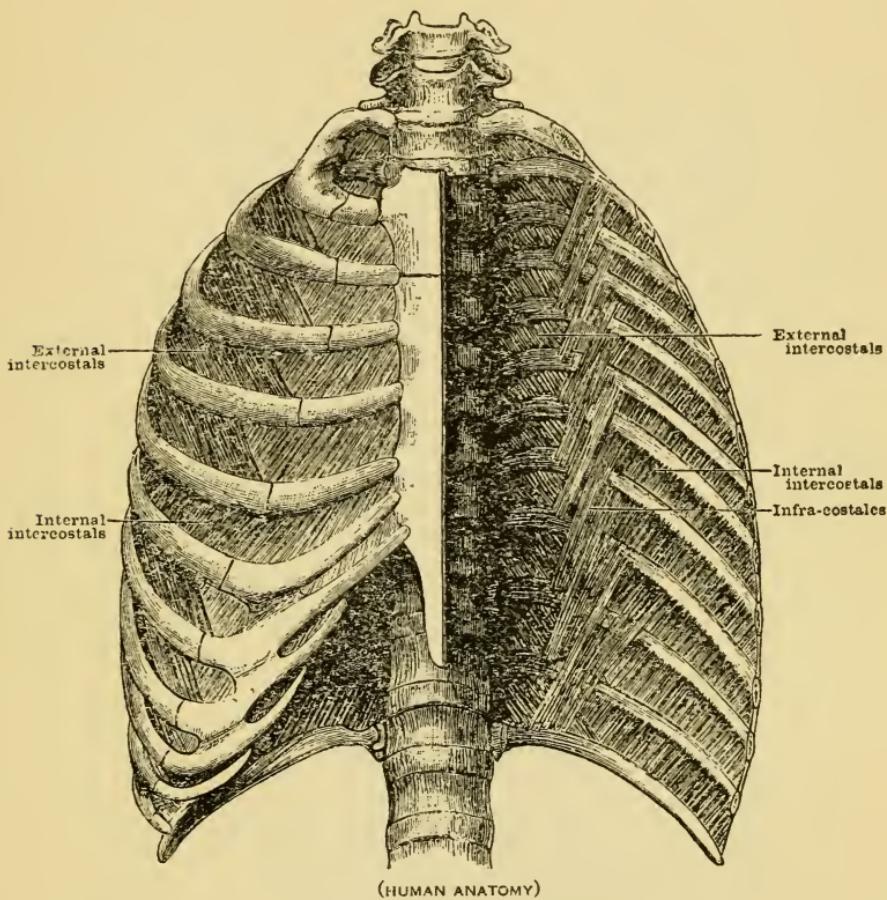
¶ To overcome the habit of mouth breathing, it is only necessary to concentrate the mind upon closing the lips firmly and taking in deep breaths through the nasal cavities. This should be done often, for several minutes at a time, until nasal breathing is an established habit. The nasal passages become narrowed from mouth breathing.

¶ Mouth breathing, when done in a foggy, dusty or zero atmosphere, is a very unhealthful practice.



*Side View of Thorax and Abdomen*

Showing external and internal intercostal muscles and the internal oblique muscles. These muscles are materially concerned in respiration.



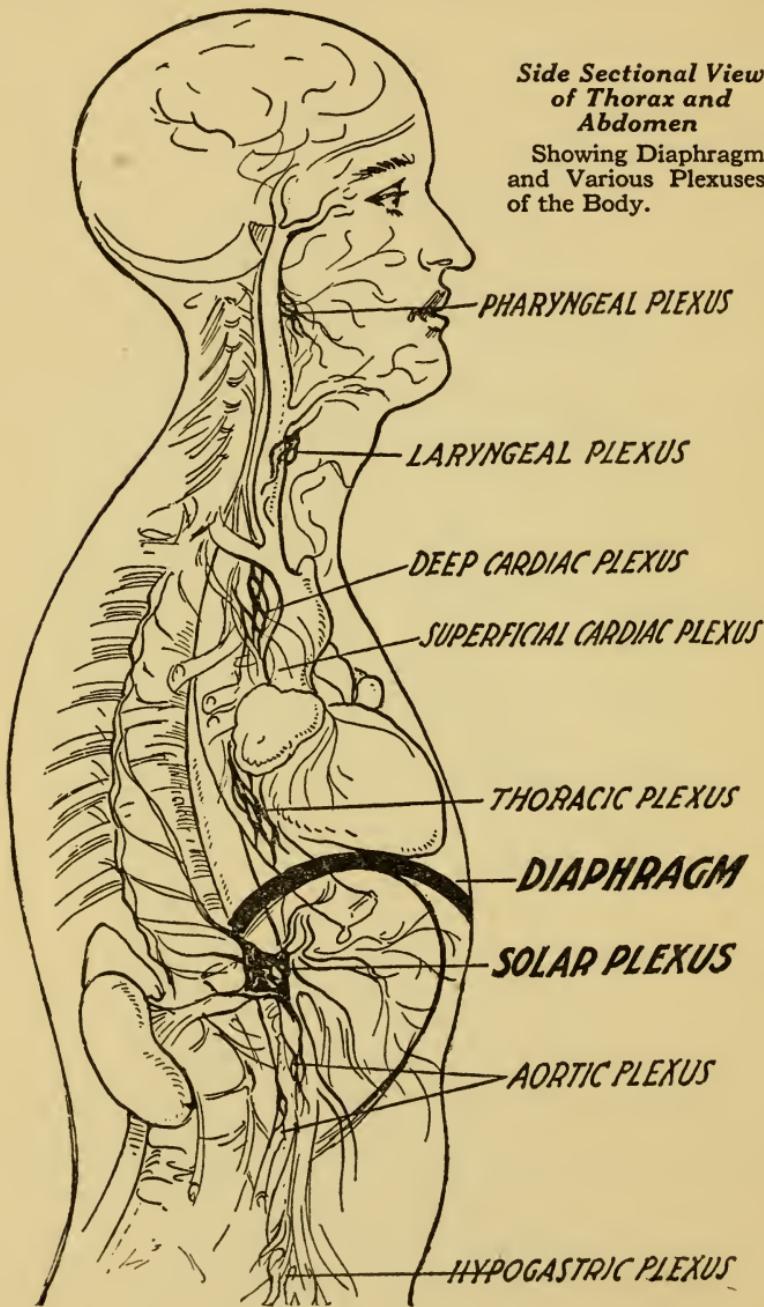
#### *Front View of Intercostal Muscles*

This illustration shows a front view of the complete external and internal intercostal muscles used in respiration (breathing).

Observe that the internal muscles work in almost opposite direction to the external muscles. One set of muscles expands while the other contracts. Thus nature's law for human beings has provided this manner of using fresh air for supplying the lungs with life-giving oxygen and enabling you to utilize the "by-product" (impure air) as raw material for speech.

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*Life without a purpose, is a languid, drifting thing.*



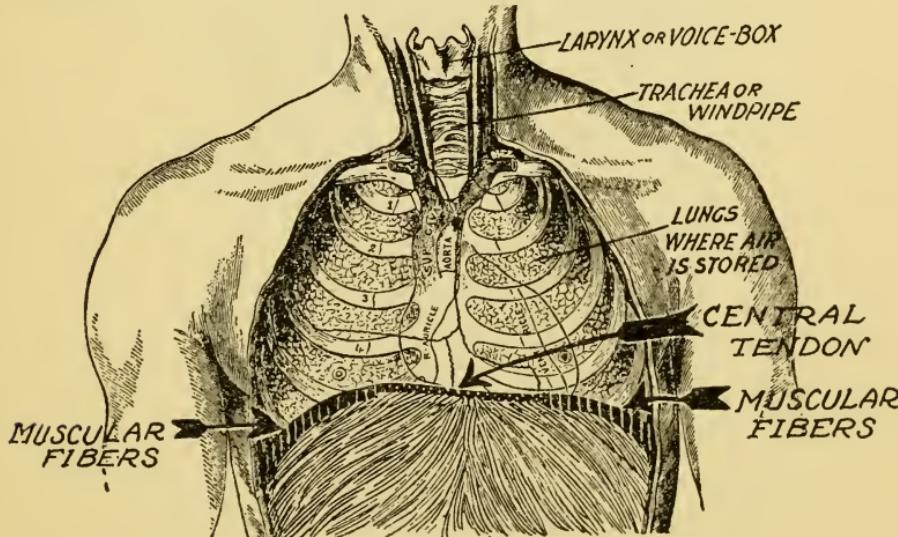
## CHAPTER VI

### DIAPHRAGMATIC BREATHING

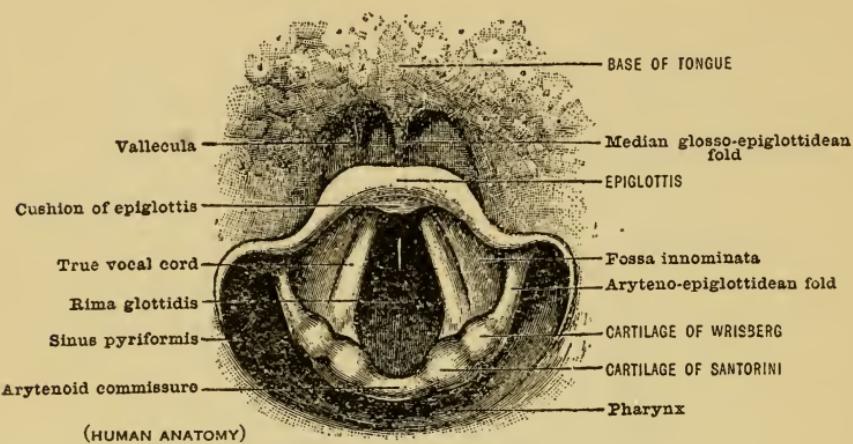
¶ Diaphragmatic breathing is without doubt the most important of all, because it is the center of control for correct speaking. The diaphragm, to be kept in a healthful condition, must be well exercised and forced down and out when breathing. It is the terminus of the *pneumo-gastric* nerve. You have, no doubt, often felt a cold lump form in the pit of the stomach from sudden fear of stammering. This is due to the action of the sympathetic nerves through the solar plexus, which is located just below the diaphragm.

¶ The diagram shown opposite, is a fairly accurate picture and shows the diaphragm when distended. This great breathing muscle must be kept under perfect control in order that we may breathe diaphragmatically, which action forces out the diaphragm and abdomen. This is the only correct form of breathing.

¶ If you are a "chest-breather" change to the diaphragmatic as quickly as possible. It is absolutely essential to perfect speech control.

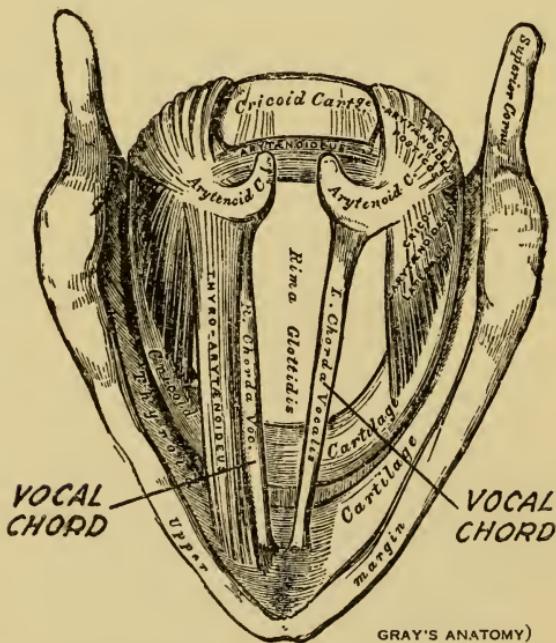


**Front External View of Lungs and Diaphragm**  
Showing Muscular Fibers and Central Tendon of Diaphragm.



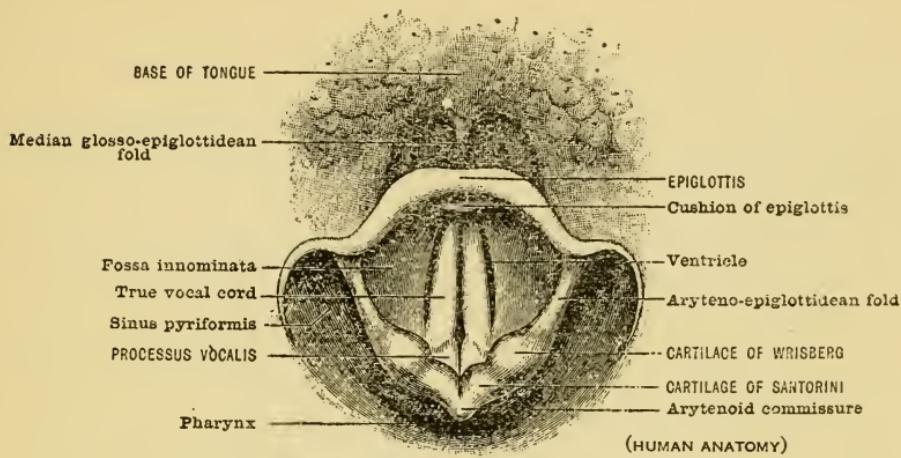
### *The Larynx*

Interior view showing vocal chords in the act of inspiration.



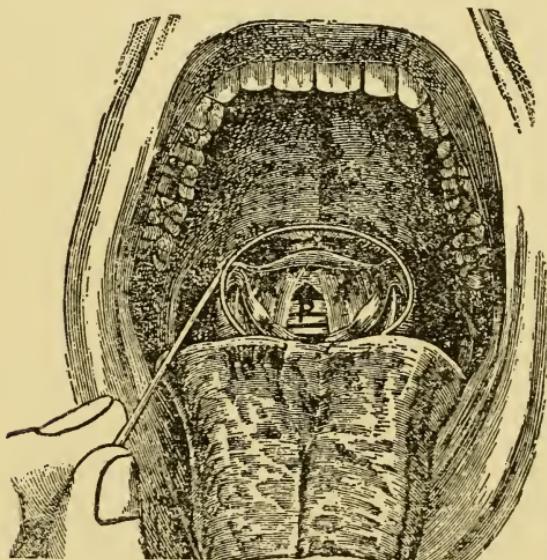
### *Interior of the Larynx (Top View), Partly Dissected.*

Showing the Vocal Chords, and Glottis, or the Opening Between Them.



### *The Larynx*

Interior view showing vocal chords in the act of vocalization, producing a high-pitched tone.



### *Vocal Apparatus*

(As reflected from a mirror held in the back of the mouth.)

The interior of the Larynx can be easily observed from this illustration. The mechanism of the vocal chords in the act of vocalization or respiration are plainly visible if you will but place a mirror far back in the mouth with the latter well illuminated.

## CHAPTER VII

### ARTICULATION AND WHAT IT SIGNIFIES

¶ Articulation is the action of the tongue and other organs of speech by which each separate element receives its peculiar character.

¶ The word is derived from "articulus," meaning a little joint; thus articulation signifies the "jointing of speech." This term arises from the natural law of alteration in speech.

¶ The fundamental conditions that underlie perfect articulation are an exact knowledge of the peculiar character of each sound and the rules or principles according to which these sounds are combined.

¶ Proper exercises will tend to reduce the sluggish or clumsy action of the lips, and, likewise, the muscles that control the expression of the mouth and face will be benefited. The eyes have been called the "windows from which the soul peeps forth." The mouth should be called "the door from which the soul actually comes forth."

¶ Stammering is partially induced by misuse or lack of control of the articulative organs. Diaphragmatic compression and physical effort when talking will cause these organs to over-articulate, and a spasm of a greater or lesser degree, which in time, would terminate in deranged nerve-function. The outward manifestation of this unnatural muscular strain would be to protrude the tongue, or to entirely block the articulation at times, and cause the blood to collect in the outward surface of the face and neck, which is anything but a pleasing expression for one who is talking.

¶ Students of the North-Western School are taught relaxation and light-articulation as soon as they begin a course of speech training here. Other exercises given bring about complete flexibility of the lips, alleviating the thick and clumsy feeling experienced by stammerers.

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## CHAPTER VIII

### TALKING FROM A TOO CLOSE POSITION OF THE TEETH

¶ That the teeth should never come in contact during speech is a rule to be borne in mind and strictly adhered to. It is a fault to be found chiefly among stammerers. There are a few words, however, commencing with S, Z, Th and Sh in which the teeth come into close proximity. In practicing these elements a paper cutter or some similar article may be used to retain the teeth at a distance.

¶ The writer is reminded of an article in a well known recipe book given as a specific for stammering, as follows: "Read aloud with the teeth tightly closed one hour a day until cured." This remedy, like many others, is worse than useless, as it is directly opposed to the laws that underlie and control the art of perfect speech, and only tends to aggravate the difficulty instead of correcting it.

¶ By keeping the teeth apart, the volume of tone can come forth plainly and have a more carrying effect. Additional to this, it allows a free action of the tongue for articulation.

¶ Dropping the jaw also aids in lowering the tone of voice which is another feature of the work not to be overlooked. Tension and physical effort have incorrectly exercised the muscles of the vocal chords to such an extent that it becomes necessary to form a counter habit of lowering the tone of voice, as soon as possible after you enroll.

¶ Particular attention is devoted to this phase of the cure and our pupils are taught just how far apart to keep the teeth, there being a difference in each case, according to whether the natural formation of the pupil's jaw is square, receding or pointed and whether the edges of the teeth overlap or touch evenly. Nothing is overlooked at our institution that will enhance the cure and increase the confidence of the student by making speech come more easily.

## CHAPTER IX

### THE TONGUE AN UNRULY MEMBER

¶ The tongue has often been termed "an unruly member," but this is only meant figuratively, as representing the faculty of speech. The tongue itself is one of the most alert and obedient organs in the body in normal speech.

¶ At the bidding of the will it throws itself into many different attitudes with an untraceable rapidity and a dexterity that would excite our highest admiration, could we but witness them.

¶ This protean member, by its independent action and various configurations, produces no fewer than eight of the eleven actions of articulation, and forms sixteen distinct elements of speech, namely: Th(in), Th(en), S, Z, Sh, Zh, R, L, T, D, N, H(ue), Y, K, G, Ng.

¶ Perhaps nearly all stammerers have tried to assist their tongues by putting pebbles into their mouths. Such expedients were recommended because Demosthenes, the renowned inarticulate, is said to have practiced this habit. Persons with defective speech might as well practice with pebbles in their pockets. The only possible benefit to be derived from such a practice is that it may assist in keeping the teeth apart.

¶ The tongue often assumes the wrong attitude, especially with stammerers. A few simple rules are as follows: The tongue should avoid touching the lower teeth; this can be accomplished in a very few trials. The tongue should never protrude between the teeth nor be pointed downward to the bed of the jaw; in fact, it should never deviate from the center of the mouth, and when disengaged should fall back naturally within the mouth out of sight.

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#### *Now in Business for Himself*

Mr. L. W. Millard,  
Milwaukee, Wis.

Wyandotte, Mich., June 1st, 1911.

Dear Mr. Millard:—I just recollect that I have not written to you for quite a long time, but want to tell you that I am talking fine and enjoying good health. I am in business for myself now, as you will notice by the new street number. How is everything at the school? I won't forget the good times I had very soon. This will be all for this time. With best regards and wishes to the school.

CHARLES J. SCHWARTZ.

## CHAPTER X HABIT

¶ The Duke of Wellington, when told that habit was second nature, replied: "Habit is ten times nature." The Duke was right, for army drilling and discipline fashioned his men completely over again.

¶ Man is a bundle of habits and, in fact, all creation seem to move along the line of habit. In wild animals, the usual round of daily behavior seems a necessity implanted at birth, or by instinct, but with man, it seems, to a great extent, the habits are brought about by reason or education. Nature itself is the continuation of immutable habits. It has become the custom for the average man to wind his watch at bedtime and the habit once formed, is seldom, if ever, forgotten.

¶ The habit of stammering was formed through continuous wrong action of the muscles engaged in speech production, driven by a mind filled with emotion and undue haste. The habit of using physical muscular effort to bring the words out more quickly, was formed in early youth, and the habit continued for years, or until a systematic counter-habit of corrective breathing exercises, changed or established control, through the new habit.

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## CHAPTER XI

### STAMMERING AND STUTTERING A SPASMODIC HABIT

¶ This is a habit which is localized in the brain; the harmonious action of the nerve centers which control the organs of speech and respiration is interfered with. The voluntary act which must be carried out to give expression to thought, by the phonetic co-ordination of the muscles of the larynx, tongue, soft palate, lips and respiratory organs, is not performed, the muscular action of the diaphragm being chiefly at fault. This muscle remains in a spasmodic contraction, instead of relaxing and contracting alternately, as it does in normal speech.

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## CHAPTER XII

### PESSIMISM A HABIT

¶ A life of stammering is likely to change the tenor of a happy disposition, to ill-tempered pessimism and make the individual fault-finding and moody. Slow progress toward relief from stammering can be expected in such cases, until a reverse attitude is cultivated and developed.

¶ Simply forget all the gloomy memories of the past, by crowding in pleasant thoughts of the future. Remember that a smile is contagious and that joy associates only with joy.

¶ Discontent shortens life, and a morose disposition injures the nervous system.

¶ Pessimism is a devitalizing force. The pessimist not only portrays the character of his thoughts and feelings in his countenance but every cell in his body is affected by his destructive attitude of mind. Optimism has a contrary influence. Happiness of the wholesome kind, materially lengthens life and is both a physical and mental tonic. By looking on the bright side of life, you assist the process of digestion and the entire organism of the body functions more harmoniously. Although the day may be cloudy, the sun can shine in the heart. Therefore cultivate a happy disposition and a pleasant smile.

¶ He who insists that he has worries and remains enwrapped in thoughts of the gloomy past, is simply digging his own grave. He is shutting out the sunlight of life.

¶ Through the cultivation of a happy spirit, people find themselves enjoying more and more the pleasures of life. Hence, eradicate the "glooms." Add to the length and to the joy of your days, by an optimism so compelling, that discouragement cannot possibly find a place in your mental realm. Lectures along lines that encourage optimism are given to our classes frequently.

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*The struggle of today is for a vast future.*

## CHAPTER XIII

### A SCIENTIFIC METHOD CURES STAMMERING BY REMOVING THE CAUSE

¶ Strange as it may seem to many, the fact still remains that the stammerer creates the cause of his difficulty each time he stammers, after the first or original cause has passed away, and the habit of talking incorrectly has once been formed. Therefore, by practicing to talk properly under a scientific, natural method, the wrong way of talking is supplanted by the correct mode of utterance, and stammering is removed because there is no longer any cause to stammer. The organs of articulation have been trained to take their correct positions; the natural equilibrium and control have been established, which are so indispensable in perfect speech, and the cause for hesitation having all disappeared through scientific and systematic training. Stammering then seems absurd, inconsistent, uncalled for, and contrary to manifest truth.

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## CHAPTER XIV

### DIFFERENT TYPES OF STAMMERING NO HANDICAP

¶ Stammering varies according to the disposition, but as our Advanced Natural Method has the whole force of nature behind it and removes the stammering in a natural manner, one case yields as readily as another when the pupil does his or her part and gives the method reasonable attention. Therefore, don't hold back because of the thought, "Perhaps he has never treated a case like mine."

¶ Determine that you can do what others have done, and come and give yourself a "square deal" under our superior method of speech training, and the results will take care of themselves. You will be cured just as sure as two and two make four.

¶ We have our method of cure systematized to such a point of perfection that guesswork has no place in this institution. Industrious application spells a cure.

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## PART V

### THE ADVANCED NATURAL METHOD DEFINED

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#### CHAPTER I

##### FACTS ABOUT OUR METHODS

¶ Our method is NATURAL, EDUCATIONAL AND SCIENTIFICALLY CORRECT. The psychic, (mind training) is a feature of our method, generally overlooked at other schools. Our Advanced Natural Method conforms with all the laws and principles, both mentally and physically, of perfect speech. When starting the course, you are taught to relax—to gain complete composure—without the ten day silence period of other stammering schools. Then I teach you to breathe properly; to vocalize easily and articulate lightly—so as not to obstruct the natural continuity of voice. I teach you how to concentrate the mind—for concentration is the great secret of all success. Scientific concentration energizes the mind. I teach you to visualize on a picture of perfect speech so completely that it is easy to follow it out. Your will power is strengthened 100 per cent and your mental attitude is made positive. Confidence is restored and the fear of stammering forever eradicated. It is like learning to talk by note, instead of by guess.

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#### CHAPTER II

##### GREAT VIRTUE IN OUR NATURAL METHOD—HOW A CURE IS BROUGHT ABOUT

¶ To the critical observer coming to our institution the first thing that would impress him most would be the naturalness and ease with which our pupils talk. After being introduced to those assembled for treatment, and after having personal talks with each one, it would be further noticed that the majority of the pupils enrolled had previously attended and were failures of several other stammering schools, and this fact, perhaps, more than anything else, would be meritoriously in favor of our Advanced Natural Method of speech training, inasmuch as these pupils were, under our method, already practically cured.

¶ When the hours for class exercises arrived numerous other surprises await this already favorably impressed observer. He would find that the method employed is the latest scientific and up-to-date system of advanced speech training.

¶ First comes the breathing exercises, which are in advance of any other known for the cure of stammering.

¶ Next in order would be a combination of vocal-physical exercises specially adapted to keep the body in good health, to build up the dormant or semi-atrophied tissues, which state is due to years of misuse, and to bring about a normal or natural co-ordination of mind and muscle which is so necessary in perfect talking.

¶ Then comes the chart work, in which the student is drilled in the correct placing of the speech organs, perfect articulation, the proper focusing of the voice for each vowel sound. Other charts are then brought into use, with exercises for the perfect blending or continuity of the voice throughout a sentence; exercises to promote mental energy and motive power; and still others to drill the pupil in the initial production of all the consonant and sub-vocal sounds.

¶ Probably one of the most interesting features of the exercises, however, would be the platform practice, in which each student has a chance to get up and see what advancement he or she has made, and as the speech of the pupil is always *natural* under our method, a true and accurate record can be kept from day to day.

¶ The class exercises are usually brought to a close by a scientific lecture in which the true light is turned upon the subject at hand and the student is made to see how really absurd it is to stammer by explaining and demonstrating why he did so in the past by misuse of the speech organs and misdirected effort, and how it will be an easy matter to speak correctly and fluently in the future.

¶ By this time I am sure the critical observer will be thoroughly convinced and satisfied that the stammerer has found a safe harbor and haven of refuge in which to unload his heavy burden, and can leave our school in due time, rejoicing over the perfect speech acquired and with the knowledge that he is upon a level with people who have never stammered, and perhaps superior to them in many other ways.

## CHAPTER III

THE ADVANCED NATURAL METHOD VERSUS HAND-SWING,  
TIME-BEAT OR UNIT METHOD

¶ These are typical illustrations of the manner in which graduates talk who have been cured under our Advanced Natural Method, as compared with those who have attended stammering schools using the time-beat, hand-swing or unit method.

¶ Remember if you attend a school which employs the time-beat, hand-swing or unit method, you are absolutely sure to return home discouraged and with bitterness of heart, your manner of speech attracting more unfavorable attention than stammering.

¶ None of the several widely advertised stammering schools that guarantee a cure, dare stipulate in the guarantee which they offer, that they do not use the time-beat, hand-swing, sing-song or unit method.

¶ Such a manner of speech is not only ridiculously humiliating, but absolutely impossible in business life and extremely mortifying in social life. The "cure" under such a method is worse than stammering because the stammerer is likely to become discouraged and lose faith in all stammering schools. Those who lose heart easily are therefore likely to prolong attending The North-Western School for Stammerers, a long established and absolutely reliable institution, which cures by the Advanced Natural Method.

¶ We cure scores of ex-pupils from the several time-beat, hand-swing and unit method schools each season, who regret the fact that they did not understand the vast difference in the methods of cure, until they had paid an exorbitant tuition at a "guarantee to cure" school. Then, after attending classes and learning of the unnatural method taught, they were of course, disappointed but it was then too late to do anything other than try and follow the unnatural method and make the best of it.



## CHAPTER IV

### OUR'S A PROGRESSIVE METHOD

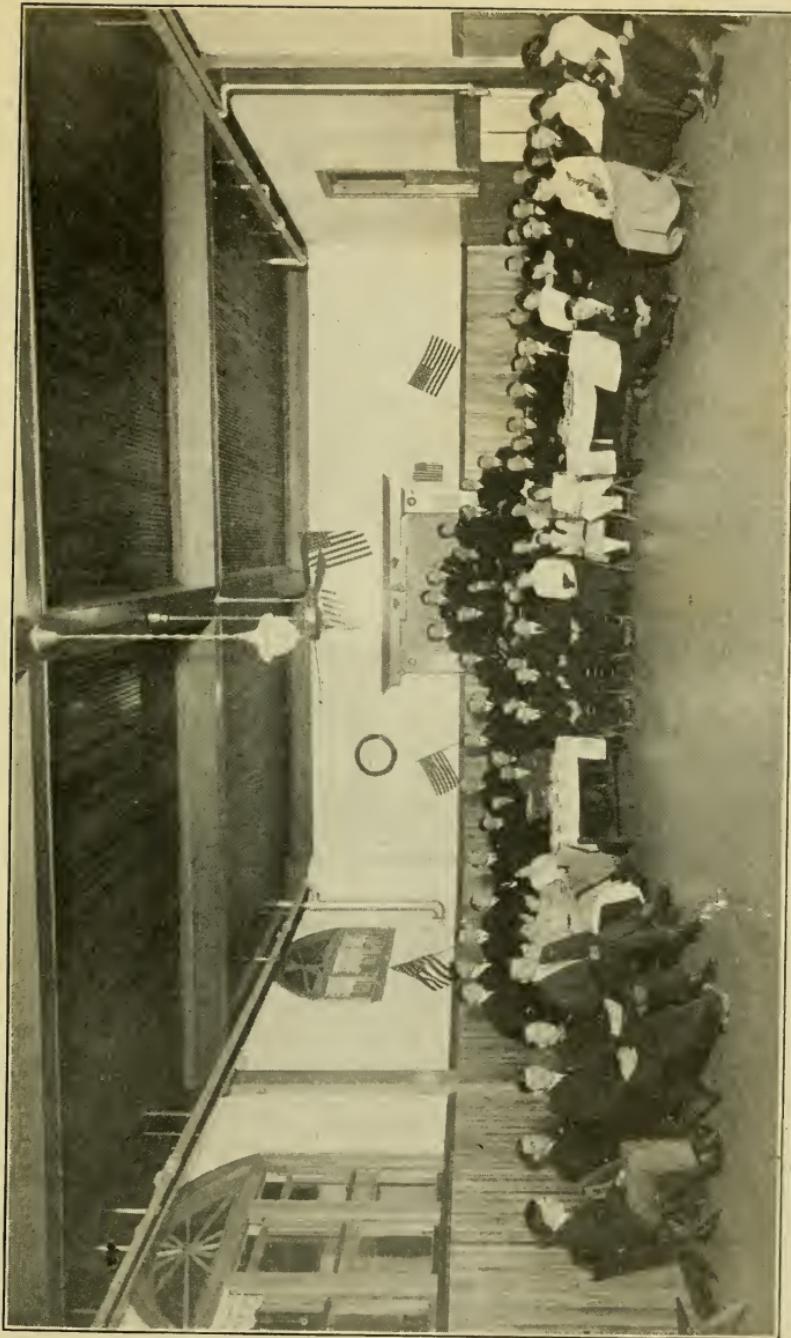
¶ Surprising as it may be to some that a method for the cure of stammering can be so constituted that something new can be constantly added without in any way changing from the first principle upon which the method was built, yet this is nevertheless true with the Advanced Natural Method taught here. While our method as it is, excels others to a very broad extent, hardly a season passes without something further is added to its efficiency. To keep abreast with the times, a school must do this lest in future years it be counted with the "has beens." We are glad to say that our Advanced Method of training is such that we can add to it at any time, whereas, schools with old-time methods, where the "swing" or time-beat of the hand constitutes the main part of the treatment, it would be difficult to alter them much.

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## CHAPTER V

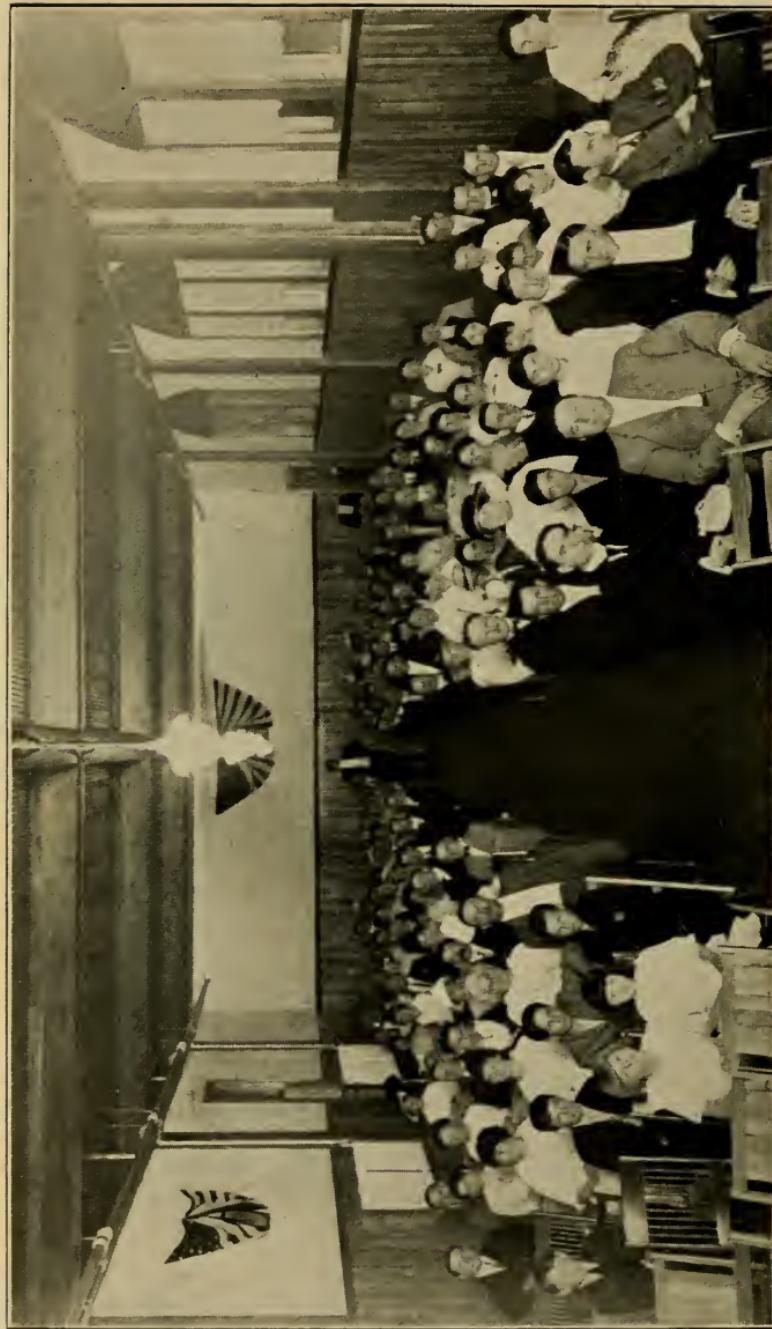
### AVERAGE LENGTH OF TIME NECESSARY TO EFFECT A CURE

¶ On an average, students have remained with us for four weeks. Some pupils enter who are very severe stammerers at the time, but in the short space of three weeks' time are entirely over their stammering. Others, again, who are but moderate cases seemingly, will remain seven and even eight weeks before they have gained perfect control over their speech organs. Where the disposition is stubborn and unimpressionable, the stammering is also obstinate and slow to yield, and hence such cases require a little longer time and much personal attention, which is always cheerfully given in all cases when needed. One great advantage of our Advanced Natural Method is that the pupil can tell just how far he has advanced each day, and he may time his stay accordingly. No pupil is ever urged to leave before he or she desires; we give our best advice as to how long the pupil should stay, and after that it is optional with the pupil himself. Many talk well after being under our instruction for two or three weeks, but stay several weeks longer in order to confirm and thoroughly establish the cure.



**Class Portrait of School Party**

Upward of one hundred pupils are assembled for treatment and instructions from all portions of the United States, Canada and some from Australia. Pupils of all ages, all nationalities and from almost every walk of life can be found at this institution. Our school is well attended the year around. The school is divided into different classes, and personal instruction is given each student, aside from the regular class exercises, without additional charge.



#### Two-Third Interior View of Assembly Hall

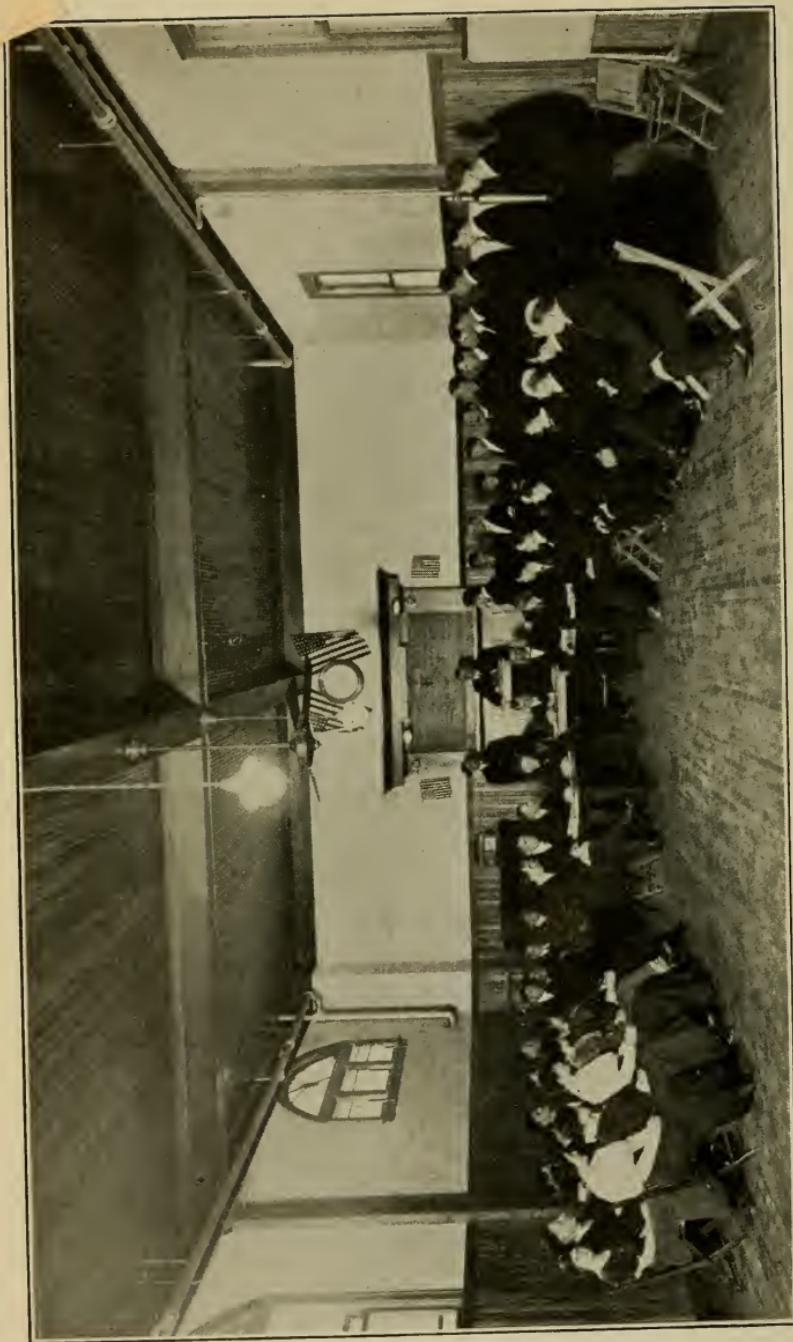
Flash-light halftone of students and parents assembled for an evening entertainment given by the school. A literary program is prepared by the advanced pupils under instruction. Wednesday of each week throughout the year, at which time a record is made of the students improvement in their talking during the week.

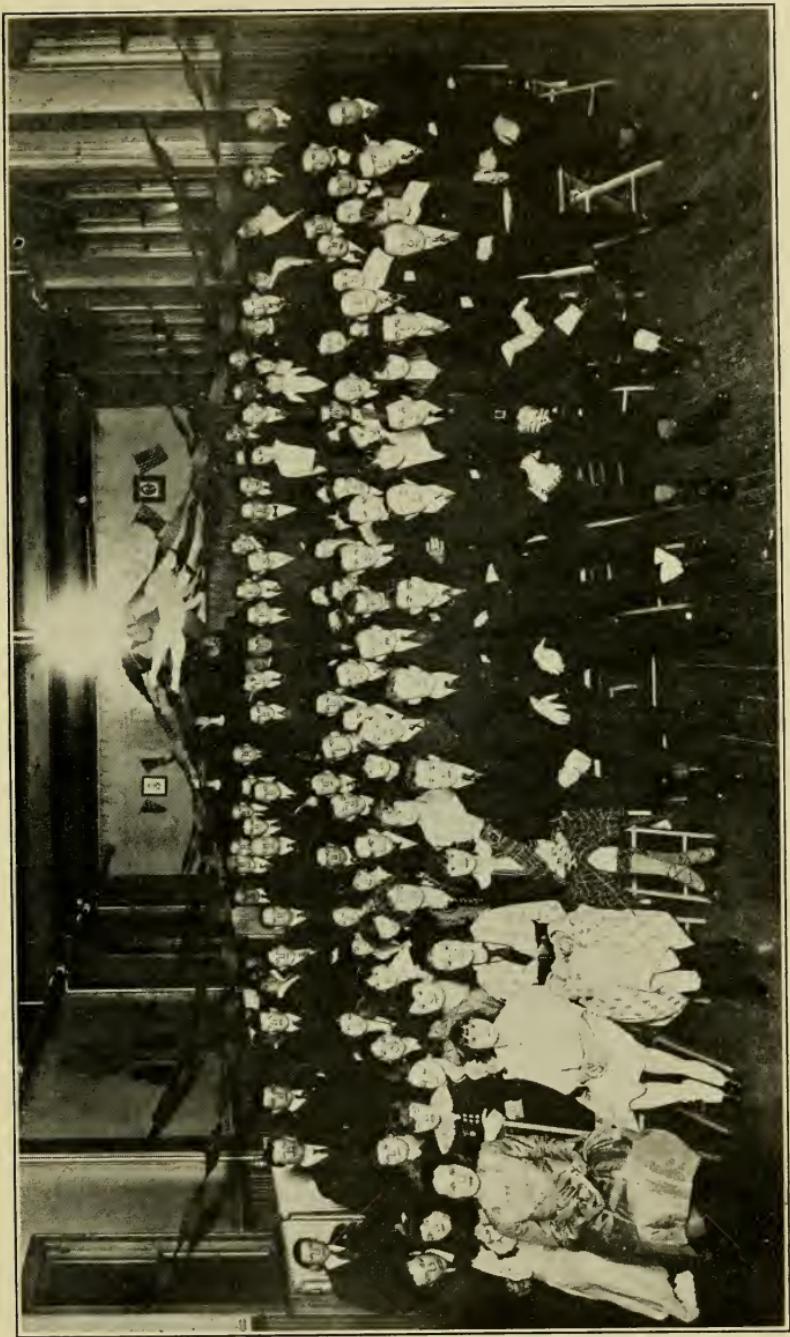


**Interior of Class Room with Students in Line for Physical Exercises**

The science of our exercises in which the natural co-ordination of mind and muscle are brought into harmony, is evident by the wonderful results obtained.

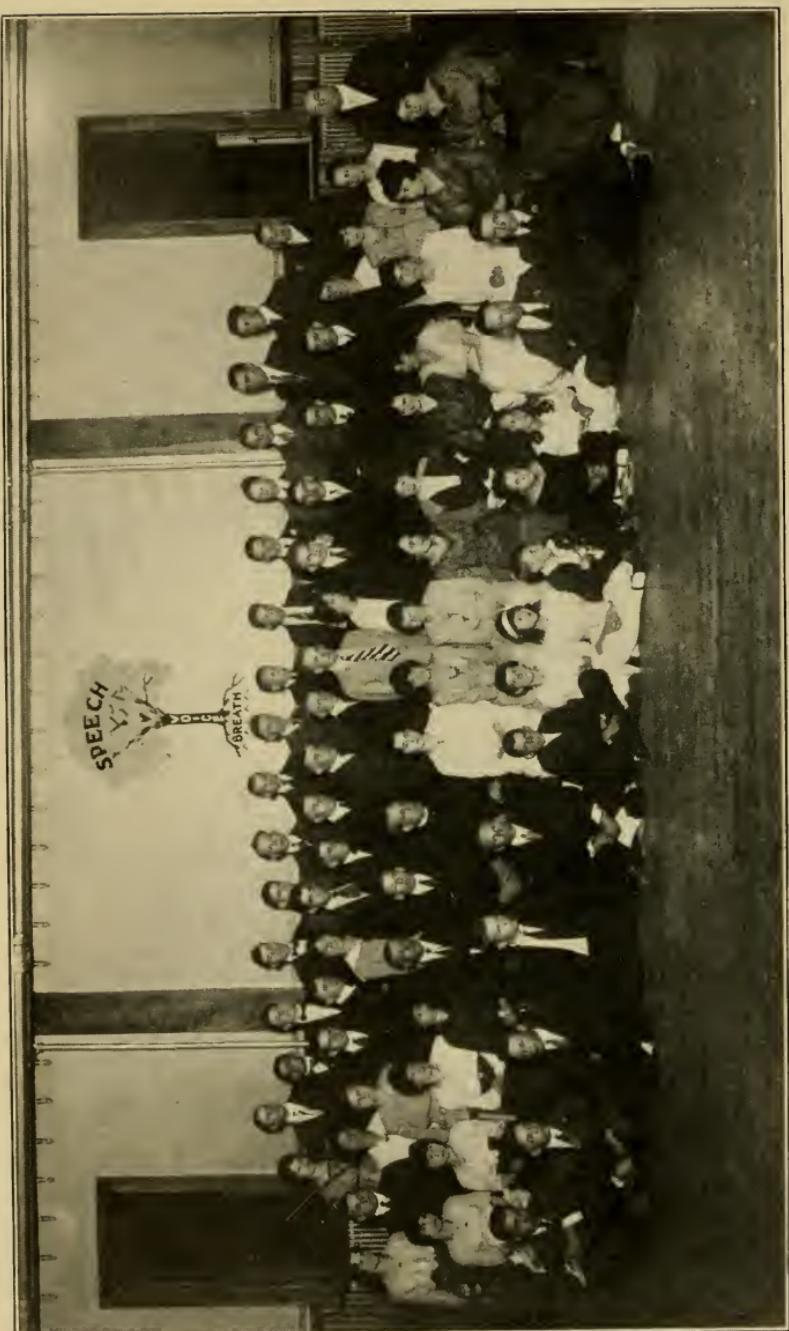
**Mock Trial Conducted by Advanced Students at the North-Western School for Stammerers**  
The halftone engraved portraits advanced students of the North-Western School for Stammerers holding a mock trial for speech practice in the pupils' assembly hall. Railroad and steamboat ticket offices are also maintained at the school in which the students specify the different routes they wish to travel over, purchase tickets, check baggage, arranged for sleeper, and otherwise talk and manage the details of their trip, which was impossible before coming to the school. The absence of stammering during such practice is quite noteworthy, considering how severely many of them used to stammer.





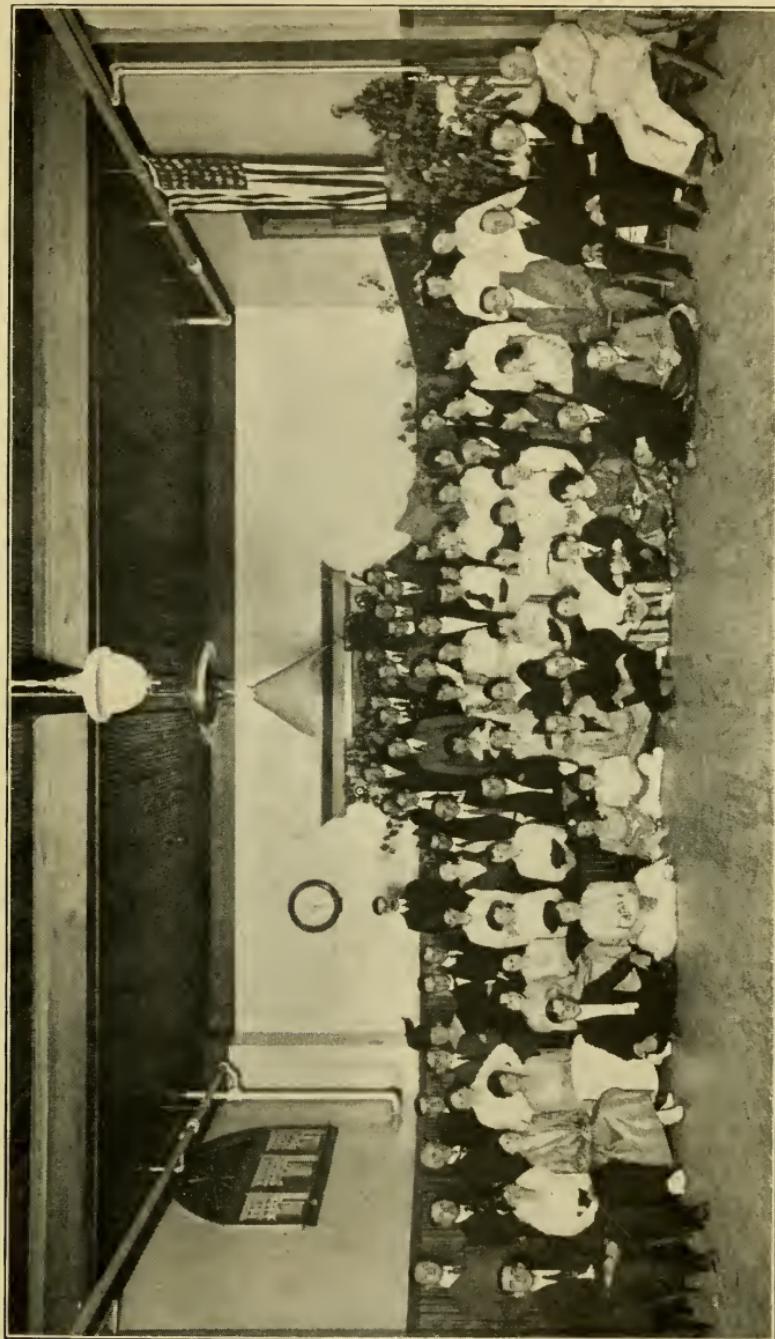
#### **Flashlight of Our Day and Evening Pupils**

Assembled for the regular weekly Wednesday evening literary and musical program held in our school auditorium. These weekly programs make up part of the recreation planned for our students. More than one hundred are shown on this picture—pupils from almost every walk of life, and from all parts of the United States and several foreign countries. Our institution has long been noted for conducting the largest and most successful school for the cure of stammering in the world.



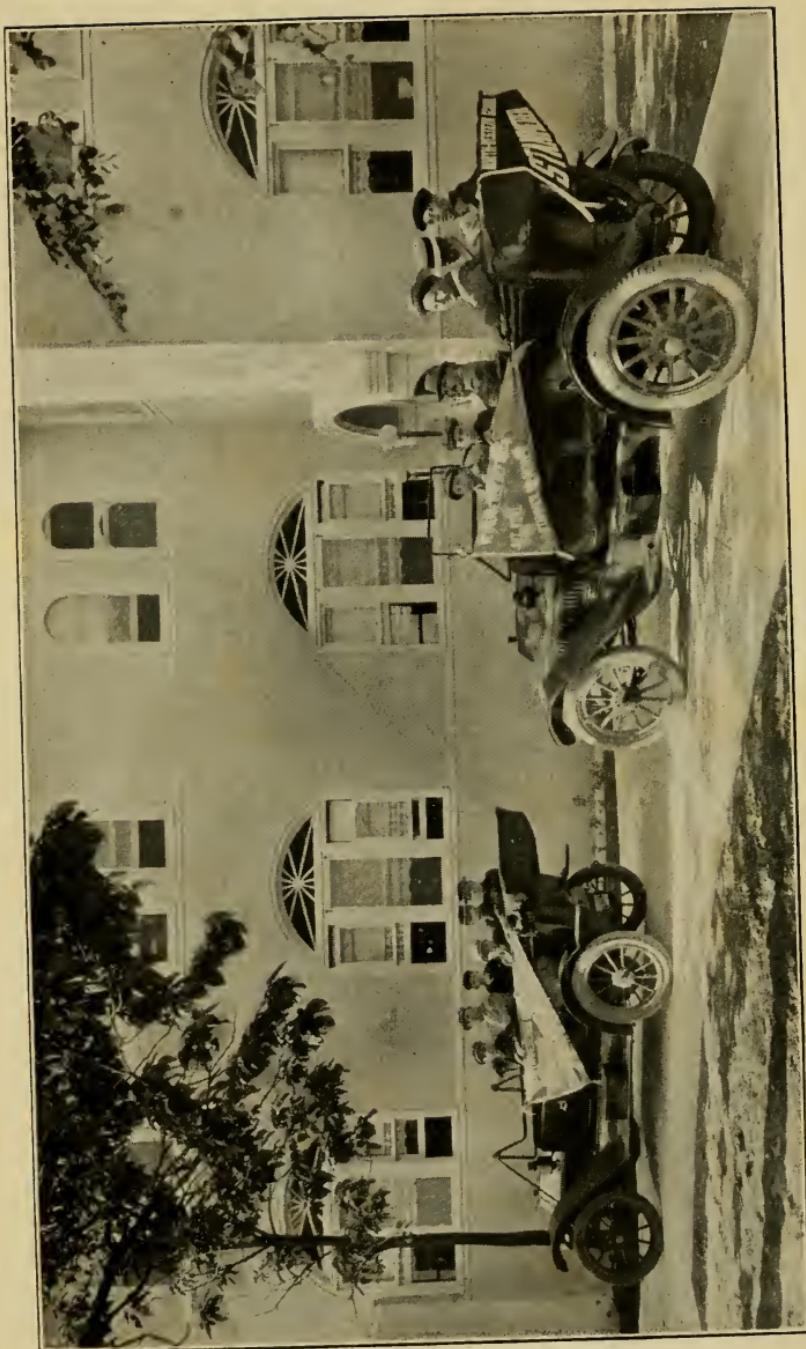
**Interior View of One of our Late Summer Classes**

Classes of this size and larger are in constant attendance at the North-Western School for Stammerers the year around. The institution has never closed its doors or ceased to have classes for a single day, except Sunday, for the past sixteen years. Some students shown on this picture traveled more than twelve thousand miles especially to attend this school. Others on this halftone are from all portions of the United States and different parts of the English-speaking world.



**A Recent Interior View of Class of Students Assembled Here for Treatment**

Some of the students shown herewith traveled thousands of miles to take advantage of a course of speech training under our Advanced Natural Method. Some are from Australia, others are from Scotland, while others are from Jamaica, Central America, British Columbia and other parts of Canada, and from all portions of the United States.



#### Two of the Advance Guards

Just returning from the automobile outing given by the North-Western School for Stammerers to its students. Over one hundred stammerers from all portions of the English-speaking world were assembled for the opening program in honor of the new building shown in this picture.

## PART VI

### A BRIEF SYNOPSIS OF THE INSTRUCTION AND TREATMENT

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#### CHAPTER I

WHY YOU SHOULD ATTEND THE NORTH-WESTERN SCHOOL FOR  
STAMMERERS IN PREFERENCE TO OTHERS—ESPECIALLY  
IF YOU HAVE PREVIOUSLY FAILED IN YOUR EFFORTS  
TO BE CURED ELSEWHERE

**W**HEN the stammerer comes to this institution for the scientific correction of his speech defect, he is more or less constitutionally deranged because of his stammering.

¶ Certain muscles have been brought into use and developed, while other sets of muscles have been misused and undeveloped, and right here is the chief cause of stammering. These muscles which are undeveloped in the stammerer are fully developed in, and regularly used by, people who *talk perfectly and never stammer*.

¶ The breathing has become shallow and the voice tensioned and strained. The diaphragm has become rigid and the intercostal muscles are knotted and drawn—in fact, the muscles of the whole body have become accustomed to an abnormal strain and are acting in direct sympathy with the muscles of the diaphragm, chest, throat, tongue and face.

¶ Facial contortions, the bulging out of the tongue in some cases, or the contraction of the muscles of the throat and chest are not uncommon in many cases of stammering and stuttering.

¶ In order to intercept and remedy this condition of muscular contraction, a perfect system of relaxation and rest is necessary. Hence, relaxation is the first step toward the cure.

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*Ambition, like a torrent, should never look back.*

## CHAPTER II

### PERSONAL ATTENTION GIVEN EACH STUDENT

¶ In direct order, after muscular relaxation through bodily repose has been accomplished, the value of deep breathing is made known to the student through our scientific course of breathing exercises.

¶ The next three necessary elements of speech are vocalization, continuity of voice and articulation. The student is taught from what position of the throat and at what pitch of tone the voice should be started in order to bring about a full, round tone of voice. The correct placing of the speech organs for light, easy articulation so as not to interfere or obstruct the continuity of voice while forming words, is a technical feature of the cure which is soon thoroughly understood by the student.

¶ The personal attention given each student, aside from the class drills and exercises, is in a great measure, responsible for the splendid results accomplished by this institution.

¶ The relaxation of the lower jaw and the correct position of the tongue during articulation is another feature of our method which is of vital importance in most cases. Thus, after the physical and technical features of the cure have been taught the student and the difficulty of stammering from that standpoint overcome, the psychological part of the cure next receives attention.

¶ Because of the fact that any stammerer can read or converse with himself fluently when alone, it is quite evident that the mental or emotional disturbance which takes place when in the presence of others, must also be remedied before the cure is complete.

¶ The mind is centered in the topmost portion of the body to govern and control all below it. If it does not do so, psychological training is necessary. This institution was the first to comprehend this phase of the cure and our students are taught that mind is more powerful than matter, and once the mind is trained to govern the organs of speech, it will do so involuntarily forever.

¶ The proper mental poise and positive attitude of the mind are dwelt upon until every student has become quite familiar with the relation of mind to body and the function it has to perform in perfect speech.

### CHAPTER III

#### WE DEVELOP YOUR NATURAL POWERS

¶ Thoroughness has become a science in this institution, and the smallest detail receives due consideration. Aside from curing stammering and bringing about a normal and natural condition of speech before the student leaves our institution, it fits him or her for leadership in many other walks of life.

¶ When the will power is developed to a high degree of perfection, it becomes an invaluable asset to its owner in any profession or business. Our method not only does this, but it develops his power to think—to think face to face with other men. It gives readiness of utterance, dignity of bearing and confidence of poise, and makes the graduate of this institution a more active participant in the affairs of life.

¶ The most immediate and most important way of arousing men to common ideals, common interests and to co-operation with each other, is by the appeal of man to man, by the presentation of truths through word of mouth. In every turn of life, fluent speech is necessary and the stammerer who continues to go on, indifferent to his impediment, spurning genuine offers of cure, is more in need of pity than censure.

¶ He surely has not awakened to the fact that life holds out golden opportunities to the man with perfect speech, who has good habits and a moral knowledge of right and wrong to go with it.

### CHAPTER IV

#### UNQUESTIONED SUPREMACY

¶ For a number of years past actual experience has proved beyond a doubt that the North-Western School for Stammerers is the recognized leading school for the cure of stammering in America. There is an old axiom, "A straight line is the shortest distance between two points," and if you stammer and want to reach the goal of perfect speech in the shortest length of time, consequently at the least expense, there is but one sure pathway open—attend this institution.

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*Let your slogan be, I came, I saw, I conquered.*

## CHAPTER V

TWELVE IMPORTANT REASONS FOR SELECTING THE NORTH-  
WESTERN SCHOOL FOR STAMMERERS, AND WHY IT IS  
THE BEST SCHOOL IN THE WORLD FOR THE  
CURE OF STAMMERING

**First**—We teach the original Natural Method and a complete cure can be perfected before you leave the school—with no “method” to continue or follow out for months afterwards.

**Second**—Our institution is incorporated under the State Laws and is thoroughly reliable—backed by nearly twenty years of unprecedented success in curing stammering—and school property valued at over \$50,000.00.

**Third**—Our buildings were erected exclusively for our institutional purposes, thus affording every facility for speech training, under our Advanced Natural Method.

**Fourth**—Our method is void of all sing-songing, time-beating with the arm or hand, nodding the head, heel and toe movement, monotone drawling, sniffling, and of substitutes and subterfuges of all kinds.

**Fifth**—We have two separate school dormitories on the same grounds with the main building, and the ladies' dormitory is under the direct supervision of Mrs. Lee Wells Millard.

**Sixth**—To obviate any personal feelings and protect all religious beliefs, debates and arguments of a religious or socialistic nature are barred from discussion in our institution. All students are urged to attend their various churches regularly and thus keep up the high moral influence this school has established.

**Seventh**—The president and owner of the school was a severe stammerer himself for many years and now teaches the Natural Scientific Method through which he wrought out his own cure. All the instructors here have been cured under the same method, and understand their business thoroughly.

**Eighth**—This institution, during the past few years, has rapidly forged ahead of all competitors, and today, has the largest annual attendance of any stammering school in the world.

**Ninth**—This is the only school for stammerers where psychological features are embodied in the course of training, thus developing will power and mental energy, and making the mental attitude positive and determined for success.

**Tenth**—Our institution is located in the most beautiful section of Milwaukee and our main school building has a “fresh air park” on all sides, embodying a health feature unsurpassed.

**Eleventh**—Personal attention is given every student enrolled, and a careful record of the results obtained of each individual pupil, enables us to give greater assistance to those most in need of it.

**Twelfth**—Our pupils are taught the difference between positiveness and negativeness of mind, and why mental energy is more essential than physical effort in talking. How to be their own mental engineer. How to concentrate the mind so as to co-ordinate properly from speech center to speech organs. From what position of the throat to phonate voice. How far apart to keep the teeth when talking. What positions the tongue should assume, both while talking and when not in use. How to stop forcing the articulation. How to allow yourself to talk instead of trying to talk. How to be self-confident instead of self-conscious. How to keep a picture of perfect speech before the mind; to make the mind rule the body properly; and a thousand and one other things generally overlooked or not taught at other schools.

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#### **SORRY HE DID NOT WRITE SOONER**

Mr. Lee Wells Millard,  
Milwaukee, Wis.

My Dear Sir:—It has been now nearly three months since my son Charles came back from your school. We are all well pleased with the results he obtained while at your school. When he reached home and ever since he came back, he has had no trouble whatever.

I am sorry that I did not write you sooner, but the receipt of the letter from the other stammering school, on the other side of this sheet, prompted me to write you without further delay. I am,

Respectfully yours,

H. A. SMITH,  
Waverly, Ohio.

## CHAPTER VI

SOME EXCLUSIVE FEATURES OF THE NORTH-WESTERN SCHOOL  
FOR STAMMERERS

- ¶ A natural, scientific and educational method of cure offered, whereby the student is enabled to talk as fluently and freely as those who never stammered, by the time he is ready to leave here.
- ¶ The cure can be fully completed when you leave our school—with nothing to add on and no “method” to continue afterwards.
- ¶ Individual attention is given each student every day aside from the exercises.
- ¶ Personal inspection by the Instructor, or President, of the results obtained each day, is given in order to make sure that each and every pupil fully understands the method of cure.
- ¶ We develop the natural powers of the student and bring about a positive attitude of the mind.
- ¶ Through its psychological features, our method gives readiness of utterance, dignity of bearing and confidence of poise, and makes the graduate of this institution a more active participant in the life that is before him or her.
- ¶ Speaking of our school, we say “home,” because we look upon our institution as far more than a school where stammerers assemble to get cured of their various speech troubles.
- ¶ Our two large school buildings make possible home dormitories for our lady and gentlemen students.
- ¶ Aside from the fact that our institution is located in the most beautiful section of Milwaukee, our main school building has a “fresh air park” on all sides, embodying a health feature unsurpassed.
- ¶ To obviate any personal feelings and protect all religious beliefs, debates and arguments of a religious or socialistic nature, are barred from discussion in our institution.
- ¶ That no “swing,” time-beat or external movement of any kind is resorted to in our method to effect the cure, is a feature that

cannot afford to be overlooked, and places our institution in a class all its own.

¶ The president and principal of this school was a severe stammerer himself for many years and now teaches the Natural, Scientific Method through which he brought about his own cure. All the instructors here have been cured under the same method, and understand their business thoroughly.

¶ Our pupils are met at the depot by our school automobile, or given free carriage ride tickets from the depot to the institution, thus alleviating any anxiety of parents and relieving the student of any inconvenience in finding the school.

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### **STAMMERING A THING OF THE PAST**

Edmonton, Saskatchewan, Canada, July 24th, 1919.

Dear Mr. Millard:—

Just a few lines to let you know how I am getting along since I left Milwaukee. I enlisted in the Canadian Army and passed all tests O. K., and I went from Vancouver, B. C., to Vladivostok, Russia, and had some experience, I did not care for anyone or anything, because I have *free speech*. My stammering was my greatest draw-back and worry of my life. Since taking a course at your school, it is entirely a thing of the past and I now feel free to say what I please.

The army doctor, who examined me, was surprised at my well developed chest and general health. I told him all these were the result of my attendance at the North-Western School for Stammerers in Milwaukee, where I had received perfect speech, and that the development of a perfect physique was included with the course they gave. If I had tried for the army or navy before attending the North-Western School, I would have had absolutely no chance in passing examination, on account of my speech and poor health.

The doctor that I mentioned, was very much interested in your school, because he has a little boy who stammers. He has your name and address and has probably written to you before this. He said I was a good advertisement for the school. My friends and relatives were all delighted with my perfect speech, and I defy my speech organs to do otherwise than talk perfectly. Before I left your school, I knew I would make good. There is no need of anyone falling down under your method, after they leave your school. I have a whole lot more that I would like to tell you, about how I push into all the hard places, or in other words, where it would seem difficult for some people to talk and there is nothing to it, as it is as easy to talk in one place as in another.

With kindest regards, I am,

Very truly yours,

THOS. A. JAGOE.

## CHAPTER VII

### LARGEST AND MOST POPULAR SCHOOL

¶ A cured pupil is the best form of advertising. I have brought the work of this institution prominently before people in different sections of the country by the many cured students sent out each year. In this manner our school has become widely known, cured students recommending our school to others, until today we have the largest attendance in the world, and more stammerers are cured here each season than in all other schools combined. This fact is verified by numerous ex-pupils of other schools who enroll here, bringing lists of their classmates who failed, because of unnatural or non-sensical and ineffective methods used.

## CHAPTER VIII

### LOOK BEFORE YOU LEAP

¶ Hardly a day passes without some of my students saying to me: "If I had only attended your school before going to the B—— Institute in Indianapolis where that embarrassing, unnatural hand-swing method is taught, I would have saved a great deal of time and money." Others say: "You know I attended the L—— School of Detroit, but I didn't get much good out of it because I did not have the nerve to keep up the method taught; it was worse than stammering." A short time ago I received a letter from a young man in North Carolina. He says: "A young man in this town and myself were coming to your school last winter, but Mr. H—— of Chicago induced us to try his institute, but neither of us received a cure and the 'word' method proved to be a farce. We are both coming to your school soon. I am sorry we were 'side-tracked' at that institute in Chicago last year. We both found out later that yours is the best school."

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#### *Enjoyed Stay While Being Cured*

Mr. Lee Wells Millard,  
Milwaukee, Wis.

Horicon, Wis., Dec. 21st, 1910.

My Dear Sir:—I have been greatly benefited by going to the North-Western School for Stammerers for the cure of my speech impediment, and think that persons afflicted with stammering could go to no better institution. I enjoyed my stay at the school very much and met a fine class of students while in attendance there. I will certainly call upon you whenever I come to your city. Thanking you for the interest taken in me while there, and wishing you much future success, I am,

Yours very sincerely,

DELMAR L. DIETZ.

## CHAPTER IX

### DON'T MAKE A MISTAKE

¶ People will make mistakes, but the stammerer can ill afford to make them. His money comes hard and it is often difficult to hold a job while a stammerer. Every student at the North-Western School knows that our institution is the best after he comes. Failures and ex-pupils of other schools will give him this information immediately. We like to feel that our pupils are delighted with everything in connection with our school. The personal effort of the president of the institution to make every enrolled pupil a success, has its reward. This school has not grown to be the largest and most successful in the world by chance or luck; by being constantly "on the job" and taking a personal interest in each case has been the touch-stone to success. We have ever felt that our future lies in our cured students and bend every effort in that direction.

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## CHAPTER X

### ENROLL NOW

¶ This is advice worthy of your attention. Act upon it and you open the door to innumerable opportunities that are closed to the stammerer. You have been putting it off for a long time, but what has it profited you? It has only added to your chagrin, multiplied your embarrassment and kept the door closed to your possibilities. Enroll now—and your success is assured; wait—and you are a self-made failure.

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#### *Recommendation from a Noted Educator*

OFFICE OF CONCORDIA COLLEGE

M. J. F. Albrecht, President

Milwaukee, Wis.

To Whom It May Concern:—Having had the pleasure of meeting Mr. L. W. Millard, president of the North-Western School for Stammerers, Inc., and seeing the results accomplished by his method of curing stammerers who were personally known to me, I do not hesitate to recommend his school to anyone hampered in fluency of speech by the ugly, embarrassing encumbrance of stammering.

In a very short time the impediment is overcome under the guidance of Mr. Millard. I was furthermore impressed with the good order and conscientious control of this school, a circumstance which allays the uneasiness of parents sending a child to a large city. I wish Mr. Millard and his school great success.

Very truly,

M. J. ALBRECHT.

## PART VII

### THE STAMMERER'S FUTURE SUCCESS OR FAILURE

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#### CHAPTER I

##### THE WORLD MAKES WAY FOR A DETERMINED MAN

¶ The world is not slow to acknowledge superiority and efficiency in any line of effort. If you are sincere and honest, if you are scientific and a champion of your class, your deeds and good works will proclaim you. A true note of genuineness will ring clear throughout the universe no matter where struck. Ambition, whose motto is: "Honesty—and a square deal to all," and whose aim is for the betterment of humanity, cannot recognize an intermediate goal. The man who stops to congratulate himself upon third base seldom makes a home run. Our Advanced Natural Method cures stammering better, quicker and more completely than any other method or treatment known to the world. Its founder is backed by originality, independence and an indomitable will—a fitness to understand and successfully grapple with the problems to which he sets himself. Curing himself of stammering by the method with which he cures others and thus assuring himself absolutely of being upon the right track, he has never allowed a discordant feeling of fear or failure to enter his mind.

¶ Place yourself under our guidance for natural fluency of speech. The *best* is none too good for you. Run no chances of failure elsewhere. We cure you to talk as *naturally* and perfectly as any member of your family before you graduate from here.

¶ Don't allow another day to pass without writing to me, mentioning the date you expect to enroll.

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*If you want a thing—want it real hard—and you will get it.*

## CHAPTER II

### DESIRE

¶ Desire is one of life's greatest forces. Great personalities always have strong desires. Nero's passions were to destroy; John Wesley's desires were to construct.

¶ Perhaps you cannot prevent destructive desires, but you can refuse to obey the impulse that would make others unhappy. When good desires arise, encourage them and they will become masterful and lead to success.

¶ Abraham Lincoln had a great desire for learning when a boy. The encouragement, application and realization of the fruits of that desire made him President.

¶ The pupil must keep the desire for perfect speech ahead of all other things. Let everything else be subservient to that wish and desire.

¶ Desire, backed by control, is the force that accomplishes all things worth while. Lack of desire, because of fear, causes hesitation and stammering.

¶ Desire is the father of action, and action is the result of desire, controlled by conscience. Therefore, remember there must be full fledged desire for speech, before the impulse, from speech center to speech organs, ripens into action and realization. Hence, your two best friends to a cure, are desire and conscience. Since you cannot escape them, you had better make them your friends.

¶ Your desire for perfect speech should be sufficiently great to burn a path to that goal.

### BE AN OPTIMIST

¶ Fear and failure go hand in hand and the doubters, like dead fish, go down stream. Optimism and confidence are keys that unlock the door to success. Faith in himself and in others is what the stammerer lacks most. He is apt to be a doubter mostly because he doubts himself. He must feel that he can make good and then he will believe that others can. "Success comes in *cans*, failure in *can'ts*."

## CHAPTER III

### WILL POWER

¶ Of God's created beings, man is the only one possessed of the ability of constructive thought. After an idea is thought out, the desire is then toward its realization. Right here is where will power plays an important part in the connecting links of the successful termination of the idea.

¶ With the stammerer, perfect speech is the goal of victory that he or she desires to reach. The broken link of will power must be welded together firmly by proper exercise and constructive thought.



¶ Visualizing and concentrating the mind on a picture of that which you wish to gain, is also necessary.

¶ Each little victory that you gain, strengthens the will power. As illustrated above, the link of will power should join mental desire with speech or physical action, but the co-ordination which controls the process of articulate speech is disrupted. Hence, the lack of harmony, thereby occasioned, results in stammering.

¶ The mental energy of the will, therefore, must be developed to such a positive state of perfection, that it will not fail to generate to action the required stimulus of mind and body necessary to the proper co-ordination and harmony of the functioning concerned in the easy production of fluent speech.

¶ Our institution develops the student's will power and a positive mental attitude is brought about within a very short time after the pupil enrolls. No stammering school in America can give such complete and permanent cures in so short a time as this institution.

## CHAPTER IV PERSONALITY

¶ Personality attracts success and wins when everything else fails. How often have you heard the remark: "She is not good looking, but her personality makes you forget that." No other human quality has so influenced the careers of great men and women as personality.

¶ Stammering is the greatest destroyer of personality. It stifles this magnetic quality early in life and leaves the speech sufferer with a haunted expression, entirely void of this redeeming attribute.

¶ Under our natural method of speech training, you can develop personality. Think to yourself, "How would I talk if I had never stammered," and then try to be your real self—the person you must be in order to feel and act natural. The highest paid actors are those who retain their naturalness and personality before others.

¶ The presence of other people will often throw the pupil off his guard and upset his poise and equilibrium to the extent that he will resort to physical effort and undue force to bring his words out. Personality vanishes and his face becomes hard and strained and his eyes stare negatively. He is fighting within himself the old fight of desperation, using physical effort and bulldog reason, instead of stopping instantly and taking in a good, deep breath from the diaphragm, vocalizing easily, articulating lightly—keeping the voice flowing—and concentrating positively and earnestly on whatever he wishes to say.

¶ Don't feel inferior to others. You very likely possess good qualities they lack. Don't hold yourself cheaply in your own estimation. Be true to yourself and you will develop personality, the great recipe for success.

¶ Our students begin to develop personality at once, because it is part of the training here and by the time the course is finished, the pupil is entirely free from self-consciousness and confidence and personality are two of the outstanding features of the cure.

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*Don't dodge difficulties, meet them, greet them, beat them.*

## CHAPTER V

### PERSONAL SUCCESS

¶ The good things of life do not come without effort. We are only able to appreciate them when they represent a reward for hard work. If success were not hard to attain, it would not be worthy of its name. When weeks of striving enable you to taste the fruits of victory, the experience is keenly appreciated and the personal success thus attained, is an acquisition worth while.

¶ To attain perfect speech, you must fight for it. A certain amount of the fighting spirit is always necessary to attain success. But in the case of the stammerer, where the almost lifetime habit has become deep-seated and confirmed, it often means a real mental battle with one's self for days, until the old habit of hesitating, forcing the words, using tension and physical effort and diaphragmatic compression has been broken and ease and fluency of speech has become second nature and automatic.

¶ Remember your instructor cannot breathe, relax or vocalize for you. Neither can he articulate lightly for your benefit. You must do all these things, and more. You must concentrate and visualize and develop a positive mental attitude, if you would gain freedom of speech.

¶ You must be keenly awake to the necessary qualifications for a cure. Then when you understand what to do, fight the habit and thought of stammering with the utmost determination and courage. When you once start, never allow yourself to feel a cowardly impulse, or to entertain a thought of failure. At the end of each day don't let it be said: "Honors are about even," but pile up a margin of gains over your opponent, stammering, until it can be said: "He wins the day by a wide margin," until you finally administer the "knock-out."

¶ Many of our graduates invariably write us that our institution was the starting point of their success.

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## CHAPTER VI

### POISE

¶ Fortune smiles on those who are possessed of poise. Poise is a certain feeling of confidence arising from within, born of courage, fearlessness and truth. It develops from the belief in one's ability to cope and make good with conditions as they arise.

¶ Any emotional disturbance, due to thoughts of uncertainty, will upset the natural equilibrium or poise of mind. The logical thing to do then is to practice calmness and mental ease. Never feel hurried, and avoid excitement and argument as much as possible.

¶ The "great within" which is ruled by our conscience, is the guide-post that tells us of right or wrong, and whether we are doing our full duty, or neglecting it. Neglect duty and conscience holds you to account for it, but duty done is the soul's fireside. Always do your best and be true to yourself and you will gain in mental poise and confidence.

¶ The brilliant, silver-tongued orator, faces his audience with complete confidence and perfect poise, because he feels within himself a power and a knowledge that courage and self-assurance gives him. In direct contrast, the stammerer is full of fear and doubt, lest he stumble in speech, which disturbing thought destroys poise—and speech difficulty is the natural result.

¶ Anything that upsets the natural poise of mind and body, sufficient to cause embarrassment, perplexity or distress, inhibits the action of the diaphragm, through the sympathetic nerve, and reacts directly upon breath control.

¶ Continuously develop the positive, or success quality attitude of mind, if you would gain in poise and power. Positiveness enhances self-assurance, a great factor in a cure for stammering, and a controlled, well-balanced mind.

¶ Naturalness is poise. Picture to yourself how you would talk and act, if you had never stammered. Then act natural and try to be your *real self*—just as though you had never lost personality and natural poise through stammering.

¶ Nothing is overlooked at this institution in the development of success qualities for the students and the very best within the pupil is brought out by our course of speech training.

## CHAPTER VII POWER

¶ Everyone has some degree of power, otherwise he could not exist; but to what degree is that power susceptible of development?

¶ Those who succeed and gain in power, work either consciously or unconsciously in harmony with natural law. Those who fail to gain in power, violate natural laws of success and pay the penalty in failure.

¶ Successful men reflect natural laws of carefulness, thrift, tact and organization, and increase in power as time goes on. Specialists devote their lives to the study of human nature, and the accurate classification of individuals from the viewpoint of types and temperaments, mental and physical. Thus they acquire a power of science and knowledge that few others possess.

¶ When a habit is once formed, the plasticity of nerve substance is sufficient to hold it more or less firmly. Persistent power of will is then necessary to reduce the action of habit to the point where you can supplant it by something better.

¶ The man who stammers, lacks power. He knows it—and feels it instinctively. Opportunity presents itself, but he stands mute and hesitating, void of the power he must sooner or later possess, if he would succeed in this twentieth century struggle for existence.

¶ The possession of power enables you to accomplish whatever you will. Lack of power, or the inability to put it into action, means eventual extermination. Power is for life and advancement. It always has been and always will be. Relaxation and repose will give you power. Slow thinking and slow speaking will enable you to use that power in the cure for stammering.

¶ David, slew Goliath, because he was possessed of the mental quality of thought and scientific power, unknown to the giant. The negative mental state, stammering, threatens you as the giant did David, but if you employ courage, ambition, sincerity and self-confidence as your weapons, you can grapple scientifically and the eradication of stammering is inevitable.

¶ Power being one of the great essentials that make up the cure, it is developed to a high degree within our students before they leave the school and they go forth into the world with a power to cope with any situation.

## CHAPTER VIII

### KNOW THYSELF

¶ Socrates gave that injunction a long time ago, which if followed, would mean more personal success. People usually analyze themselves in a critical sense, however, which instead of building power, has a tendency to make them self-conscious.

¶ Psychology tells us that man is both objective and subjective. That he is both concrete and abstract. The objective or concrete part of man is his physical body; the subjective or abstract part is his mind. The body is a tangible thing. We can sensate it by touch and otherwise subject it to the physical senses. The mind is an intangible thing, but none the less real.

¶ To be analytical, you must know the physiological, as well as the psychological. You must understand the laws governing the latent power of the physical man and the psychic laws of the mental man.

¶ Time is often spent to keep right physically, but too little time is spent to increase the mental forces. The mind can be divided into three different areas, that part of the mind with which we *know*, the part with which we *feel*, and the part with which we *will*. The *know* area of mind controls thought, imagination and memory. The *feeling* area of mind controls justice, honesty, loyalty, earnestness, faith and enthusiasm. The *will* area of mind controls decision and action. A cure for stammering depends then upon how you feel physically, upon what you know—or have learned here—and upon the action of the will to execute or carry out desire.

¶ Knowledge alone, is but stored power. It only becomes dynamic when it is applied. The test of the student is not in what he knows, but what he accomplishes. Remember that life is governed by law—not luck. If you want heat you do not go out searching for it, you build a fire and heat comes as a natural consequence. If you want a cure—the enjoyable warmth of perfect speech—you must build the fire of attention, desire and action and normal, fluent speech will be yours, as a natural consequence.

¶ The relationship of mind to body and its science of control is taught our students from the beginning of the course, which accounts for the rapid headway of our pupils toward perfect speech and the development of a positive mental attitude within a remarkably short space of time.

## CHAPTER IX

### IGNORANCE

¶ Stammering feeds on ignorance—the lack of knowledge or the proper requisite or requirement necessary to counteract it. The stammerer must know what to do—and then do it. Affirm the knowledge or power gained—don't deny it.

¶ Work for an active knowledge of how to relax—and stay relaxed. Correct breathing, easy vocalization, light articulation concentration and visualization must also be mastered, in order to be free from stammering.

¶ Goethe, the German thinker, said: "Nothing is more terrible than active ignorance." Active ignorance devours the future, since it prevents accomplishment in the present.

¶ A man weighing less than two hundred pounds can capture, kill and bring to land a whale weighing many tons, because *the man knows more*, thus proving that knowledge is power, hulk and weight notwithstanding are considered of lesser importance.

¶ Ignorance in a common sense, means disease, death and darkness of mind; a condition that cannot be escaped except through libraries, schools and other institutions of learning. To the stammerer it means that he must suffer embarrassment, humiliation and the fear of failure at every turn, both socially and in a business way, until redeemed by following the course of speech training, as set forth by this school.

¶ Passive ignorance, appertaining to pupils enrolled at this school might be explained as follows: The pupil's mind having reached a susceptible state, it would be an easy matter for an ex-pupil of another school here for treatment, to define our Advanced Natural Method of cure incorrectly to the pupil, and thus get him confused and started in the wrong direction.

¶ Full and complete knowledge of our Advanced Natural Method should be obtained from the president of the school, who is the originator of the method, or from the instructor in charge of the class. Our instructors, who assist with the beginners' class, must have a complete working knowledge of our Advanced Natural Method, then ignorance will give way to knowledge and the pupil will notice the progress of speech-freedom more and more each successive day.

## CHAPTER X

### FAITH AND LOYALTY

¶ Faith is that mental quality which welds the present to the future and enables the mind to picture and hold coming events as realities. It is a firm conviction of the truth. Faith is a belief in what another affirms to be true.

¶ History tells us Thomas Jefferson had an unquestioning and an abiding faith in the people, which was accepted by but few of his compatriots. Jefferson's faith made him a popular and beloved president, and gave him an enviable position in the political history of our country. Little is heard of his compatriots who lacked faith.

¶ The student's faith in the method is of psychological importance to a rapid cure. If he lacks faith, he labors under a great handicap, and will make little or no headway to a cure. He must think what others have accomplished, he too, can do. What is possible for one is equally possible for another, if he goes about his duty with the same degree of faith as his predecessors.

¶ Faith conquers all things, both great and small. Asiatic philosophy tells us "Faith removes mountains and crosses rivers." Have faith in yourself and like Jefferson, have faith in others and you will succeed.

¶ Students of this school have faith in our Advanced Natural Method the moment they come here and each day that faith is made greater by the realization of victory.

¶ Loyalty is that quality which prompts a person to be true to the thing he undertakes. It means a fixed purpose and steadfastness that cannot be swerved.

¶ Success in anything hinges on loyalty to purpose. Be true to this method and perfect speech will follow as a natural consequence.

¶ By being loyal to our Advanced Natural Method, you will be loyal to yourself. The loyal man is never perplexed with doubt; he does the thing at hand—and does it well. Don't think of any other method, be loyal to this one and you cannot fail.

¶ Loyalty being the touch-stone to faith and success, our students are rewarded for their zeal by receiving a cure at this institution that enables them to go home, talking as though they had never stammered, and no "method" or exercises to continue afterwards.

## CHAPTER XI

### YOUR CONSCIENCE IS YOUR GUIDE

¶ The most marvelous thing in a human being is his conscience. It is infinitely more important than anything else.

¶ A wild beast attacks another, kills it, eats it, and goes on undisturbed. From the beginning, it has not been so with man. Cain killed Abel, his brother, and for him there was no more rest. In his conscience, he felt the wrath of God following him as he fled. Was it his conscience that said to him: "What hast thou done? The voice of thy brother's blood crieth unto me from the ground. And now thou art cursed from the earth, which has opened her mouth to receive thy brother's blood from thy hand. When thou tillest the soil, it shall not henceforth yield unto thee her strength, a fugitive and a vagabond shalt thou be on the earth?" As Cain fled, so flees the criminal of today. It is his conscience that will help most in his capture, for the conscience does not become criminal with the mind in which it dwells. His conscience will so bother him, that should a detective walk up quietly behind him and pronounce his real name, he would quickly turn and reveal his identity.

¶ The power of conscience, from the beginning of human life on this earth, has been the cornerstone of justice and progress. Conscience is critic, rebuking our misdeeds. It is a supreme and higher force that controls, rebukes and disciplines the mind, however, and he who listens and is guided by the voice of conscience will succeed.

¶ The pupil of this school feels and knows, when he has done his full duty in following the method closely. When he retires for the night, conscience will have its reckoning.

¶ Following the method, when in private conversation, is where strength of character shows up most. One may read aloud correctly for an hour, and a moment later, face a direct question of an exciting nature and, sad to say, he will forget and often resort to his old habit of forcing and compressing the diaphragm and tensioning the throat muscles. Compunction of conscience would naturally follow such a procedure, for not following the method, if the pupil is open and impressionable to the instructions and has his heart and mind set on the cure. Conscience is the judge and is the ever watchful eye that no man escapes. It is a force that follows, watches, criticizes, condemns and praises our every act and deed.

## CHAPTER XII

### MENTAL ENGINEERING

¶ Be your own mental engineer and work for control and ease of speech. If you should get off the (voice) track, don't force and use muscular effort in your attempt to get back again.

¶ An intelligent engineer would not throw open the throttle, if something were wrong with the track. He would slow down, investigate the cause, and go easy until over the difficult place.

¶ Work for a firm, easy voice production. A firm tone of voice, with plenty of continuity between words, will sweep all before it. A small stream of water trickling down the mountain side, meets with many obstructions. Let it gather more force and it sweeps all before it.

¶ The man who thinks right, eats right, breathes right, and exercises right, will come close to being right, mentally and physically.

¶ Plan your work, then work your plan, is a motto that no student can afford to overlook. Everything of importance needs engineering and you must let your intelligence pilot you to perfect speech.

¶ Check yourself up occasionally on what you are accomplishing and analyze the way you are following the method. Compare your gains with your former manner of utterance. It will be a criterion to judge by, as to the length of time you must still remain at the school, in order to gain perfect speech.

¶ Build power and energize the mind by positive, constructive thoughts. The negative mind lacks power and attracts weakness, by keying itself in harmony to receive the negative thoughts and vibrations of other minds, equally or more negative than itself.

¶ Our students find it an easy matter to engineer a cure under our Advanced Natural Method, because perfect speech is easily restored when backed by the laws of natural science.

## CHAPTER XIII

### MENTAL ATTITUDE

¶ No person wishing to be rid of stammering can afford to entertain negative thoughts. Failure, discouragement, lack of faith, unbelief and envy must be driven from the mind. The assertive initiative of "I can and will," is a slogan you must adopt if you are to succeed.

¶ Positiveness is always a beneficial nerve and mind tonic. Fear and timidity act as a handicap or brake to desire and action.

¶ There is no normal action of the speech organism if you are afraid you will stammer, because the co-ordination from speech center to speech organ is held up by fear. In other words, where there is fear there is no desire, and where there is no desire, there is no motive action, directing the speech organs.

¶ Confidence begets confidence, and success attracts more success. Therefore gain in confidence by winning small victories at first, then greater victories in speech, as you gain in confidence. Say the easiest things first, neither forcing out the breath, nor holding it back, keeping a picture of perfect speech before the mind.

¶ Go with positive people, think positive thoughts, read positive books and magazines and you will grow like the things you think about and associate with.

¶ Think along constructive lines, always with a view of forging ahead, and don't allow your mind to dwell upon impossibilities or failure. Otherwise you will be a foot-ball of fate, servile, submissive and yielding, both to the stammering condition and to other people.

¶ Mind training is embodied in our Advanced Natural Method which develops a positive mental attitude; kills the fear of stammering and complete confidence is fully restored.

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*Sow sorrow and you will reap it; sow joy and you will keep it.*

## CHAPTER XIV

### BE THANKFUL

¶ If you would succeed in life, cultivate a feeling of hopeful thankfulness which in another sense, is an unconscious acknowledgment of a higher power.

¶ If you find it hard to be thankful, read a little of history, and thankfulness will come. Hundreds of millions of men before you have lived, suffered and died, to make your existence more bearable.

¶ There are a thousand times more thinking, reading men and women today, in America alone, than lived on earth half a century ago. Knowledge is spreading at a rapid rate, and with it, a love of justice and a sense of fairness, which means permanent and indestructible development.

¶ Be thankful that today you can get cured under a NATURAL METHOD, whereas in former years not so far distant, old fogeyisms and "tongue-butchers" were plentiful. Today, this school has hundreds of living witnesses who bear testimony to its successful treatment of stammering. The only remnant of the "we guarantee to cure" stammering schools left are the two or three schools still in existence which employ the sing-song, time-beat, arm-swing or unit method, all of which are unnatural and ridiculously embarrassing.

¶ Be thankful that our institution has provided a method which enables you to graduate from this school talking perfectly and as rapidly as you desire. That perfect speech, the coveted prize of stammerers is no longer a lost possibility, since our institution established its Advanced Natural Method.

¶ Be thankful that our school presents an advanced system of speech training, different from the rest. That it is impossible to stammer when following it. That culture of mind is embodied in our treatment and that you are able, under our system, to arrive at a degree of speed and perfection, when graduating from our institution, hitherto unheard of under systems taught elsewhere. With this knowledge as your guiding star, you can look into the future with restful confidence, knowing that stammering can no longer bar your path to success and happiness.

## CHAPTER XV

### THIS IS A DAY OF ACTION

¶ "He waited too long" covers a multitude of failures. "The tomorrow" habit has caused more losses, more poverty and suffering, more snuffed ambitions, than any other word. Discard it from your vocabulary. Only laggards use it. There are too many people who dodge when fortune throws a prize package their way. They are too indifferent to investigate. All the failures of life have traveled in the same time-worn rut. The man who has the will power to decide and act, is the successful man. Plan your work, then work your plan, is the motto of the mighty. Don't procrastinate; don't put off. The road of bye-and-bye leads to the town of never. *While doubt stands still, confidence erects a sky-scraper.* The average stammerer has waited too long already; his education has been hampered and his ambitions stifled and stopped. He has since begun to look for a job, a profession or a business which calls for the least amount of talking. His natural ambitions were high, and he will accept the mediocre conditions with a sad heart and a bowed head, still hoping for something better and feeling that he is not quite to blame for his position in life. The sum total to be derived from the foregoing is, not that he has waited too long, but that *he has waited long enough.* The day has arrived for action. He must "go over the top" and gain the victory while it is yet within his grasp.

¶ He must not accept knock downs for knock outs, but remember that failure is only a resting place, on the road to try again. Stammering has been his greatest enemy through life and must be conquered. The spark of will power that is still smoldering must be fanned into a fierce blaze, to work and win back the lost laurels still lingering in his path. With perfect speech attained, the rest will come easy. But he must act, NOW. He must set his sails for the harbor of perfect speech and the battle is half won. Getting started is the magic key to success. Taking the initiative is the true test of real manhood. It is the oldest child of good fortune.

¶ If you could fully realize that getting cured of stammering is of the highest importance to you—that it must come first of all—it would be a heaven-born inspiration, destined to bring you freedom of utterance and open every avenue heretofore closed to your ambitions; and surely success would then mark you as its own.

## PART VIII

### IMPORTANT LECTURES

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#### CHAPTER I

##### THE PROPER MENTAL ATTITUDE WHEN TALKING

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*By Lee Wells Millard*

*A Lecture Delivered to the Students of the North-Western School for Stammerers.*  
*A Similar Lecture is Delivered to Students Each Day.*

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**I**N my talk to you today I shall, for the benefit of those just enrolled and others who may not be following the method as closely as I would like, dwell upon some of the fundamental principles that have to do with a cure.

**¶** The first thing to be learned is relaxation of the entire body and thus give to the nervous system rest and strength which it has long been in need of. Therefore, I ask you to again make a careful perusal of the rules handed you, especially those regarding power through repose.

**¶** Among the first essentials for laying a correct foundation for perfect speech, breathing plays no minor part. Without proper breath control and a full knowledge of the function of the respiratory and vocal organs in supplying breath and voice for articulation, the stammerer is wholly in the dark as to the correct procedure for a rapid and permanent cure. I say rapid cure because most of you have planned to stay only a month or six weeks, and to counteract and exterminate a habit of almost lifelong standing which has become mental in most instances and has firmly imbedded a condition of fear in the mind, the proper mental attitude must be assumed and acquired the first few days you are in attendance.

**¶** In acquiring a proper mental attitude you must first understand the difference between positiveness and negativeness. These two factors which rule the everyday mind can either bring

you health, wealth and happiness, and a complete recovery from stammering, or can cause you to look upon the dark and gloomy side of life and doubt yourself and others and cause you misery. discontent and unhappiness and hamper your progress in the matter of a cure. Therefore, you see the value of a complete understanding as to the proper condition of the stammerer's mind who wishes to overcome the habit of stammering. The more mental the habit, the greater must be the will power to correct it, and the more positive the attitude of mind in its determination to win out. Each little victory makes it easier to win the next. Confidence begets confidence, and success attracts and brings more success. With the positive suggestions you receive in these daily lectures, together with the chart exercises for developing will power, mental energy and motive power, the negative side of stammering must appear to you as something to be abhored and to be kept away from. You will therefore see the value of positive auto-suggestions, for a quick and permanent cure is largely determined by your mental attitude.

¶ While doubt stands still, confidence erects a sky-scraper. A positive desire is your motive power in acting. That you are afraid to begin a word and the mind is filled with fear because of a particular consonant contained in the word, is the direct result of a negative mental attitude toward the letter or combination upon which you have previously experienced difficulty. Because of your fear you had no desire to say it if you could use a synonym—a substitute word—and there was no normal speech action until after you passed over the word and the desire had become positive again. Therefore, keep the ashes of past failures, disappointments and discouragements well cleared away so that you may have a good draught to keep the fire of desire burning brightly. Don't develop a wishbone where a backbone ought to be. Learn to desire the things you need; don't rest content with a mere desire of wanting and wishing for them, but keep you mind firmly and positively fixed, and if your desires are legitimate they will respond and yield to your demand.

¶ The will power of a human being is that subtle, intangible, and yet very real power that is inseparably connected with his inmost desire to do and to have. You first have a desire to act and then by a positive determination of the will you do so.

The person of weak will is a negative, cringing weakling, who magnifies his risks and multiplies his dangers. The strong willed person is the positive, courageous, masterful individual who can always be counted on to utilize his gifts when they count for most; he whom Nature delights in and whom she rewards with success. The direct action of the will depends upon belief. Therefore, you see how absolutely necessary it is to believe in yourself—and in the undertakings and success of others, if your will is to receive the proper stimulus to spur it on to action. The basis of all personal power is the predominating factors of the will, and if you intend to accomplish what you came here for in the shortest space of time, and win success in your undertakings after leaving this institution, you must see the necessity of developing a stronger and more powerful will.

¶ Stammering, in many cases, being superinduced by an inborn negative disposition, the reason we have met with such pronounced success in treating this disorder is chiefly through the positive mental training given our students in connection with the other essentials of the course. In order that you may fully understand my meaning and do not get a misconception of my words, let me here explain that will power does not mean stubbornness in any sense of the word. Some people who are very stubborn are often spoken of as "strong-willed," whereas their mulish attitude of mind is the progeny of prejudice and ignorance and has nothing to do with the will. Character itself is the result of a perfectly educated will. Nothing can resist the will of a man or woman who knows what is true and wills what is good. It has been said that a perverse will is the beginning of suicide to all the mental and physical factors of the body.

¶ Cultivate openness of mind and be receptive to all helpful suggestions. Aside from will power, one of the greatest qualities that the human brain can have is receptivity—that open, impressionable character that makes the new idea welcome. Overcome self-consciousness, for the moment you think of your talking, instead of the subject you are talking about, your vision of conception becomes narrowed and you lose the harmonious vibrations of mind to mind, and you are unconsciously drawn within your mental being, as a snail within its shell, and you would become confused and your natural desire for speech would leave

you. Try and retain your individuality while in class and during intermissions, and think of the old adage: "Geese flock together, but eagles fly alone." Cultivate originality of thought and stand out by yourself, as it were, and not be controlled by the thoughts and actions of others who may not present the correct picture of perfect speech to your mind. Should one of your classmates not be talking as the method teaches and following the rules properly, think to yourself: "I can do that better; I will show him an example of correct talking when my opportunity comes," and you will then be developing the mental qualities which count for success. Try and be too big to be disturbed by the little things and trifles of life. The caliber and broad-mindedness of an individual are always estimated by his or her control under the trying circumstances of life. Therefore, be patient, persistent and determined to put the few simple rules into actual practice every time you talk, for here you have the opportunity and method to bring about a perfect, natural manner of utterance. And let the strong, dominant desire to dare and to do, possess your whole being and feel its potent influence surging through your very soul, and then don't stop until you reach your goal. I thank you.

#### AN IMPORTANT LECTURE EVERY DAY

¶ One of the many advantages afforded the pupils of the North-Western School for Stammerers, is a scientific and comprehensive lecture delivered before the class each day by the president of the school. Unlike the arrangement of most schools of this kind, the founder and president is in the class room every day, assisting and supervising the work of curing those enrolled. The assistant instructors are men who have previously stammered and who have taken treatment under Mr. Millard, and understand the work of curing others.

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#### *Daughter Was Cured in Three Weeks*

Mr. L. W. Millard,

Greensburg, Ind., July 1st, 1911.

My Dear Sir:—We have been home eight days and Laura has not had a bit of trouble so far, and I don't think she ever will. She talks over the 'phone all right and talks to strangers without any trouble. My wife and all our relatives were surprised to see her talk so fine. They did not expect Laura to come home so soon and talk so fine and never make a mistake.

Hope I can be of service to you and the school. I am glad my child is cured and want to see everyone else cured. Yours very truly,

FRANK GRAY.

## CHAPTER II

### THE FUNDAMENTAL PRINCIPLES OF SPEECH

*By Frank D. Millard, M. D.*

¶ What is speech? It is the result of the combined forces of breath, voice, articulation, each mutually dependent upon the other. On analysis of this natural human phenomenon, we find that these three physiological functions are so correlated that any interference with their proper performance will result in interrupted speech, and may be called first principles. Deep breathing and easy vocalization are the foundation of voice and speech.

¶ Everybody knows what breathing is, but the stammerer must learn how to get enough air and how to control his breath. The physiological act, involving muscular nerve force, must be explained and understood. The action of certain muscles produces inspiration, and another set expiration; the combination of these two is respiration or breathing. This vital function of speech must be easily and rightly performed.

¶ Persons who have a stiff halting address are very faulty in this respect. It requires a great deal of drill work and lectures to teach them how to accomplish this art of correct respiration necessary to easy, forceful and natural conversation. The next step in order after breath is voice. Now, voice is not speech. It is pure, full tones without articulation, and must immediately follow the breath by which it is produced. Where does it come from? It comes from the larynx, which is a small, cartilaginous, boxlike structure found in the upper and front part of the throat. The vocal chords are a part of it and stretch across this cavity from front to back, forming a sort of floor with a cleft in the middle. This cleft or opening is called the "glottis" which means a passageway or gate. As the breath is forced through this cleft the edges become tense and vibrate, producing sound, or voice. The tension required for high and low pitched tones is controlled and regulated by the laryngeal muscles. Pure tones, like a, e, i, o, u, ah, aw, etc., are what we mean when we speak of voice.

¶ Now, when these pure tones are modified by the lips, tongue, teeth, palate, cheeks, pharynx and nasal cavities, assuming different positions, speech (articulation) is the result; a combination of the three functions, breath, voice and articulation. The

cardinal points to bear in mind are full, well regulated breathing; relaxation and opening of the glottis to let the breath pass through to create voice, and easy, subtle articulation to form words. Do not allow the tongue or lips to assume a firm, clinging position; this prevents voice, and what is known as stammering results. There is too much muscular tension. Relax, articulate lightly and easily. Allow your voice to blend smoothly with steady flowing volume, always keeping the lungs well filled with air. Take a deep, full breath whenever you feel yourself losing power. Sit up or stand straight and bend the back in; throw the chest out.

¶ The trouble with stammerers is that they do not understand the fundamental principles of correct position and speech. They are struggling with the first and third, viz: breath and articulation; voice is blocked because the breath is not allowed to escape through the glottis and set the vocal chords to vibrating, which is the first principle of sound. Having taken the position of "k," "g," "q," or some other letter, an unsuccessful effort is made to pronounce the word. The natural order is not followed; voice is lacking, which should immediately follow such articulation. Allow the epi-glottis to open a little, relax, and get your voice. Learn to do this with the first outgoing breath, and do not lose part of it in this attempt; otherwise you will find yourself in the predicament of talking on exhausted breath. Trying to force speech in this condition is a most common fault with the stammerer. In fact, his efforts are all too hard; that is the reason why he defeats himself. The art of elocution is performed with ease, pleasure and much satisfaction when the first principles are mastered and followed, viz: breath, voice and articulation, the co-ordination of these three producing natural speech.

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AMERICAN SCHOOLS' ASSOCIATION  
Chicago, Ill.

Dear Mrs. Waterman:—

June 18th, 1919.

We have carefully read your letter twice. There is one school in the West that we would bank our reputation on as being able to cure your son. It is a school to which all Chicago boys and girls of this kind are sent—though it is not in Chicago. The school is "The North-Western School for Stammerers" of Milwaukee, Wisconsin.

We think there is a vacancy there for the coming term.

Yours truly,

AMERICAN SCHOOLS' ASSOCIATION.

### CHAPTER III

#### PSYCHOLOGICAL DEVELOPMENT OF WILL POWER AND MENTAL ATTITUDE

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*By Edward C. Baroni, A.M., LL.B.*

*A Lecture Delivered by Attorney Edward C. Baroni to an Evening Class of Students  
at the North-Western School.*

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¶ Ladies and gentlemen:—In order to clearly understand the causes of stammering, we must first become acquainted with the definition of stammering, so as to enable us to treat and remedy this imperfection of speech.

¶ Stammering, briefly defined, is a want of co-ordination between the mental and physical factors of speech. This evening we propose to dwell for a few moments on the mental part of co-ordination. We will pass a few remarks regarding the mental factor, the method to train the mind and the course to pursue in order to attain mental co-ordination. To have co-ordination of speech it must be borne in mind that first, last and always, we must have a proper mental attitude, that is, a person must have his mind trained in such a manner as to create a positive mental attitude of his mind and a positive control of his idea, feeling and beliefs.

¶ You are constantly at work building up a mental attitude which is not only making your character, but which is also having its influence on the outside world, both in the direction of the effect on yourself and upon others. It is most important, then, that this building should be done with the best possible materials, according to the best methods, and with the best instruction.

¶ Before going any further let us understand what is meant by proper mental attitude. When we speak of mental attitude we mean that the qualities necessary to form the same are faith, confidence, energy, will power, perseverance, etc., which we must develop in order to attain success, and when we refer to improper mental attitude and want of co-ordination we speak of the lack of faith, confidence, energy and other qualities which we must have in order to obtain success.

¶ No doubt you all have these qualities, and it remains with yourselves to develop them. By all means develop faith. I do not mean credulity—that state of mind that will accept anything that is told it simply because some one has said it, but faith—that something which imbeds itself in the inmost parts of our soul. Faith in ourselves is of primary importance, for unless one has it he can never accomplish anything, can never influence any other person's opinions on anything, and can never be able to speak properly.

¶ Exercise the will power at all times; become positive and invincible; determine to succeed; for, as Tennyson writes: "O, well for him whose will is strong!" In speaking of the will, I do not mean stubbornness. You will find plenty of people who are stubborn as mules, and their friends will say that they are strong-willed. This is a different attitude of mind, coming from prejudice and ignorance, and has nothing to do with the will. The man with a strong will knows when to recede as well as when to go forward. He never stands till; when the occasion warrants it he steps back and considers, but only for the purpose of getting a better start, for he always has a definite goal in view. In fact, the mental attitude of "I can" and "I will" is the only proper kind to have.

¶ Concentration must be cultivated and developed, for we can never expect to win out in anything we undertake unless we firmly concentrate our minds upon it. The first step in acquiring concentration begins in the control of attention. Master the attention and you have acquired the art of concentration.

¶ There is nothing like sticking to a thing. Many people are brilliant and industrious, but they fail by reason of their lack of persistence. One should acquire the tenacity of a bulldog and refuse to be shaken off of a thing when he has fixed his attention and desires upon it. Fix your minds upon your daily tasks and duties in this school, and hold your attention firmly upon them until you find yourself in the habit of resisting all distracting influences. In following this natural course of instruction you must specifically develop the qualities of faith in the instruction and exercises given you. You must have a positive mental attitude and a strong power of concentration and will power to carry out the instructions as closely as you can. Having reviewed a few of these necessary qualities again this evening for

your benefit, I hope I have created an ambition in you that will count for much in the execution of your daily tasks and duties here. I have endeavored again to present a few of the essential ideals before the mind's eye. I trust I have created within you a mental hunger for a strong will power—not a mere wanting and wishing for it, but a fierce, eager, consuming hunger which demands satisfaction. There is no reason whatever why each of you should not earnestly desire the strong elements of life; no reason why you should not stimulate a hunger for attainment, by painting mental pictures of what you need. Look around you at the successful men of the world in any line of human effort and endeavor and you will see that they all have ambition strongly developed. They have the fierce craving of desire for things and they will brook no interference with the satisfaction of that desire. Bring for a moment before your minds the lives of Caesar, Napoleon, Wellington, or our beloved Washington, and their modern counterparts, the twentieth century captains of industry, and you will see the glare of this fierce ambition burning brightly and hotly within them—some for glory, others ambitious to secure the rights of their fellow countrymen.

¶ The one great trouble with many of us is that we have been taught to accept and take what was given him or her and be content. But this is not Nature's way. She implants in each living being a strong desire for that which is necessary for its well-being. You should cultivate a strong will to gratify this necessity. This natural law of development is here awaiting those who will use it. If you prefer to leave it for other more ambitiously disposed persons, very well; that is your own loss. But the vital question is this: Can *you* afford to be without these qualities if you expect to win in life's mad rush for success? The wise, the sane, the strong men of today are reaching out for and developing this mighty law and are accomplishing great things by reason of its potency in the attainment of success.

¶ Therefore, I want each and every one of you to not be afraid to stand boldly out, crying: "I want this, and I am going to have it! It is my rightful heritage and I demand it of the laws of Nature which were made for my use," and I know you will not only leave this institution with flying colors, talking naturally and perfectly, but will win success in everything you undertake after your departure. I thank you.

## CHAPTER IV

### THERE IS NO SUCH WORD AS FAILURE.

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*An Address Delivered to the North-Western School for Stammerers*  
*By Harry W. Brown, Ph.D., A.M., LL.D.*

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¶ Students of the North-Western School for Stammerers:—It surely gives me great pleasure to be able to come before you tonight and to talk to you for a few minutes in an effort to bring out and emphasize a few points with regard to your work here, which may possibly have escaped your attention in your daily studies and exercises here at the school.

¶ Whenever I have the pleasure of coming before one of these classes of bright, progressive and energetic people, I feel as though I were standing before people who are destined to really amount to something in the world, for the reason that you are here in an effort to make advancements in the world and because you care enough for your personal progress to come to this institution to seek a cure of an impediment in your speech in order that you may be better fitted to meet the problems of today and to become successful in life.

¶ Surely you are to be congratulated because you have the strength of purpose to come here and work for this cure, and I want to say to you now that if you will follow closely the scientific methods which have been so carefully developed by Mr. Millard, that ultimate success in this work is just as surely the golden reward which you will claim for your efforts as it is sure that one day will follow another.

¶ In attempting to accomplish a thing which requires work, and study, and exercise, as this work does, one is very apt to overlook some of the most essential details in the work and in that way some of your most earnest efforts are very apt to be largely wasted by a failure on your part to direct your efforts in exactly the right direction.

¶ It is my purpose in this little informal talk to emphasize and illustrate some of these points which are so often forgotten, and to try and emphasize them in such a way that in your work and your efforts here will produce the best possible results.

¶ If we were to compare the different functions of human life with respect to their importance to our everyday affairs, we would be led to the conclusion that the functions and the workings of the human mind are far and away the most important of them all, and in this connection I wish to bring out the importance of some understanding of the workings of the human mind and the influences which mental activities have upon human success. Psychology is a scientific study of the human mind and its various workings and activities, and the resultant effects of these mental activities upon human conduct. A knowledge of psychology, therefore, is very helpful in assisting you in your work here and in bringing you to a position where you can accomplish the best results in your studies at this institution.

¶ For the sake of this discussion, let us consider that the human mind is divided into two separate organizations or departments, one of which may be spoken of as the objective mind and the other subjective. The objective mind may be considered as the active mind, the mind that responds directly to the five senses, of hearing, seeing, smelling, tasting and feeling, while the subjective mind may be considered as the seat of feeling, sentiment, passion and emotion. It is that part of the human mind which develops dreams and which is directly responsive to the peculiar influences of hypnotism. It is the mind of perfect memory. This subjective mind is capable of direct control by one's own objective mind as well as by the objective mind of another, as in the case of hypnotism.

¶ From this general explanation it may be somewhat clear to you that a person may control the workings of his subjective mind if he has been careful in developing sufficient mental strength and sufficient will power in his objective mind to make it powerful enough to keep in control. It is a psychological fact that the objective mind cannot succeed in its work if the subjective mind is controlled by an idea of doubt, and it is this principle which explains the fact that a person who doubts absolutely the ability of a person to hypnotize cannot possibly be subjected to the control of hypnotism. How important it is, therefore, to understand the great influence which doubt, or "adverse suggestion," as it is called in psychology, has in the shaping of our lives, and how important it is for us to understand that if we set out to accomplish a certain object that we must

first of all clear our minds of every shadow of doubt or discouragement, in order to insure any degree of success.

¶ Apply that principle to your work here, and during all of your exercises and studies keep uppermost in your minds the idea that you have the ability and the courage and the strength of purpose to overcome whatever difficulties you may meet, and for no single instant allow yourselves to become discouraged or to gain the impression that you cannot succeed in this great work which you have undertaken, and your success here will be absolutely assured.

¶ Perhaps one of the greatest influences in human conduct is the power of habit, and it is very important in your work here that you develop the habit of thinking along the right lines, and in developing this idea of the mastery of yourselves in order that this thought may become a fixed habit with you, and in order that your efforts from day to day may be assisted by a thoroughly developed idea that no amount of difficulty is going to overcome your desire to accomplish what you have come here to accomplish—it is just as easy for you to commence at the beginning and form this permanent habit of optimistic thought as to gradually develop a tendency toward pessimism and despondency, and in that way gradually get yourselves into a rut from which no little amount of effort and study will remove you.

¶ If all of us could only come to understand how thoroughly we are the masters of ourselves, what a wonderful world this would be and what wonderful things we would all be able to accomplish. But if we let ourselves get into the habit of becoming easily discouraged we will soon lose that grip on things which means so much to us when we are struggling on in this fierce battle for an existence and for success. Therefore, I say that during all the time that you are in this institution keep this one idea uppermost in your minds: that you have that great and powerful personal mastery and that you are going to be successful in each of your exercises from day to day and that failure is an impossibility, and success will dawn upon you all with an ease that you had never anticipated.

¶ No man in this day, or in any other day, ever amounted to anything unless he had to face some opposition in life, and if we will take the trouble to turn back the pages of history and glance

down the list of names of the world's people who have actually accomplished things we will find that every great person of history has made a place for herself or himself only after the most severe and discouraging struggles for an existence. The things that are worth accomplishing in history or in life are only accomplished in that way, and the man that has met the greatest hardship is usually the man in whom the world places the greatest trust and the deepest confidence. Anyone can accomplish things if the worry is borne by someone else or if the path is greased to make the sliding easy, but it takes a man with brains and will power and character to go against the current and fight day after day the odds and difficulties that one must face in trying to really amount to something.

¶ And it is therefore, young men and women, that I say that I feel proud to be with you here tonight to speak to you, because by the very act of your coming here you have demonstrated the fact that there is a good lot of red blood in your veins and that you have confidence in yourselves, and that you are here with a determined purpose in your minds to overcome this annoying impediment in your speech and that you are not to be easily discouraged.

¶ Let us look at some of the famous names in history and see whether there are any there whose names we read with pride who have had any personal difficulties to overcome in order that they might be on a plane with those with whom they came in contact. Let us see if there are any there who had to struggle against physical odds in order to carve out their place in the world, and if we can find any such, perhaps we may be able to learn of their efforts to overcome their difficulties and of their final success.

¶ If we take the trouble to go back a number of centuries we will find the name of the famous orator, Demosthenes, and if we will take the trouble to look up his life's history we will find that as a boy he was hardly able to pronounce his own name because of that great impediment in his speech. Surely we are all familiar with what he did and the patience and courage that he displayed; how, day after day, he would go down to the sea-shore and fill his mouth with small pebbles and try to talk with his mouth so filled; how his efforts were first in vain and how, through patience and persistent practice, he finally began to show some slight improvement, until finally, after years of that

same patient effort, he became one of the world's greatest orators and one of the foremost figures of his time. Did he ever have cause for discouragement, do you suppose? Was his success gained without a struggle?

¶ Then there is Senator Gore—totally blind—the world a blanket of darkness—the printed page an unknown picture to his darkened vision. Was life a shining hope to him when, as a young man, he started to grope his poor, blinded way to do things in the world? Did he ever give up because of his infirmity? Did he say that it was no use anyway, because he could not read the printed page? Did he shift the burden of his existence on to a struggling brother or an aged mother? Not he! Through persistence, patient study, and constant effort he began to work out his future and to build up his own career, until today he stands in his place of honor in the Senate of the United States—one of the most brilliant and able fighters that we have. Did he accomplish this through luck? And yet we must not say that he did not have discouragements, for his whole effort was one mighty discouragement.

¶ Perhaps the greatest example of this sublime courage is demonstrated in the life of that valiant fighter, Helen Keller. Born into this world deaf, dumb and blind, she has spent her life, day after day—alone and unaided—in slowly and carefully making a study of means of overcoming her infirmities, which were of such a nature as to discourage the most of us. And yet today she is able to read and write and to make herself understood in a manner which has been startling to the world, which has stood patiently, yet doubtlessly by, and watched her slow and patient progress for a score of years.

¶ When we look upon the lives and accomplishments of such heroes of hope as these, have we any right to say that we will falter in the path? Have we any right to say that we will stop, and without an effort or a struggle lay down the reins and say, "I cannot win?" No, young men and women, while a breath of life remains within you, take advantage of such wonderful opportunities as you have here, use every second of your time to the best possible advantage, follow with zealous care the thoroughly scientific methods that Mr. Millard has perfected for you here, and the dawn of the new day will begin to cast its shining rays upon you ere you fully realize that you have begun to try.

¶ Young men and women, you have a golden reward awaiting you; you have, by coming to this institution, surrounded yourselves with the most perfect and the most ideal conditions for the accomplishment of the great object which you have in view, and under these circumstances there can be no such word as "failure."

¶ I have tried to breathe a spirit of hope and good cheer to you who are here tonight, and if I have in the slightest degree uttered a word which you may remember as a word of help, my object in coming to speak to you has been accomplished a hundred-fold. I thank you.

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**WONDERFUL SCHOOL A RESULT OF EFFORT AND IDEALS**

*Clipping from The Wisconsin-News, May 1st, 1920.*

It was something over eighteen years ago that Lee Wells Millard, who was at that time an "inveterate" stammerer, sought every means in his power to eradicate the impediment which had for over twenty years retarded his progress and set him apart from his associates. He followed every path that seemed to lead toward the attainment of that goal only to find that they led him around in a circle, bringing him back to his starting point, still facing the handicap from which he had tried to escape.

But his persistent desire to enjoy natural speech led to the conception and the evolution of a plan based on the physiological and psychological laws underlying the laws of perfect speech. This plan, known as the Advanced Natural Method, proved a success from the time of its inception and at the present time the North-Western School for Stammerers, 2316 Grand Ave., is a monument to the ideals and the efforts which led its founder and present head to overcome his own difficulty and finally to establish the school which now enjoys the distinction of being the largest of its kind in the world.

It is located in one of the most beautiful sections of Milwaukee and the environment provides a peaceful and home-like atmosphere which in great measure aids in making the student forget his self-consciousness and places him in the proper mental attitude so necessary to the completion of Mr. Millard's Scientific Method. Large buildings erected for institutional purposes, and two separate school dormitories, with one for ladies coming under the direct supervision of Mrs. Lee Wells Millard, afford every opportunity and facility for speech training.

To do away with all personal feeling and protect all religious beliefs, debates and arguments of a religious nature are barred from discussion. All students are urged to attend their respective churches regularly, thus keeping up the high moral standard established and maintained by the school since its founding.

To anyone who has the privilege of visiting the institution it is a revelation to note the various stages of improvement marked in each pupil from the day he enters until he is discharged, entirely cured, with no "method" to continue or follow for months after. Will power and mental energy, a result of the psychological features which play so important a part in the advanced Natural Method, are developed to a remarkable extent and the student leaves the school to go back into a newer and richer life.

## PART IX

### THE NORTH-WESTERN SCHOOL A BLESSING TO STAMMERERS

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#### CHAPTER I

##### PLAIN FACTS YOU OUGHT TO KNOW

**S**TAMMERERS attending the North-Western School for Stammerers enroll from all parts of the United States and Canada. A number each season come from foreign countries, including Australia, India, New Zealand, England, Bermuda, Hawaiian Islands, Cuba, Philippine Islands and the West Indies.

¶ Every pupil who enrolls is assured of all necessary personal attention until satisfied with his or her cure. We want the satisfaction to be mutual—on the student's part as well as on the part of the school. A pleased pupil is the best advertisement.

¶ Popular prices are charged for tuition and accommodations. Our business motto is "Live and let live." All pupils are accepted on even terms. We have no pets. Our work is to cure one and all, regardless of sentiment. If a student lags behind, we find out the reason and remedy same immediately. We do our best to perfect a complete, natural cure as soon after the pupil enrolls as possible. At the same time, no pupil is ever urged to leave the institution. That part is entirely optional with the pupil.

¶ Our evening class has proved a boon to many stammerers. After being in our regular day class for ten days or two weeks, any pupil is privileged to accept a position in Milwaukee and finish his course in our evening sessions. One tuition pays for both day and evening classes. As our pupils talk *naturally* at all times while taking treatment here, they are thus able to secure good positions around the city should they wish to economize on expenses. It also gives them an opportunity to meet and converse with strangers in order to further develop the faculty of free and easy speech and realize that they have really become cured of the habit of stammering.

## CHAPTER II

### A HOME AND SCHOOL COMBINED

¶ No institution for the cure of stammering can claim to be first class unless it provides a home and school for its students combined in one institution. The North-Western School provides a veritable home for those receiving our training. By dwelling under the same roof and being in daily association all the students become members of one family, as it were, and conversational practice is stimulated in this manner which no other course could supply. The "help one another" policy is here put into effect and the more advanced student is always a willing and efficient tutor of another less advanced, should he be carelessly inclined in his talking.

¶ Despite the fact that there is "no place like home," the great majority of our students are reluctant to leave the school, so pleasant has their stay at our institution been to them. The student at this school is led, not driven, and the pervading spirit of generous emulation and good fellowship actuates them to do their very best, both in the school and during intermission of class exercises. The leisure moments between exercises are very necessary for proper relaxation, but our students really enjoy the class-working hours more than the time spent in leisure, which is obviously apparent by the deep interest and devotion which they give to the school work.

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#### *WOULDN'T SUSPECT HE EVER STAMMERED*

Mr. L. W. Millard,  
Milwaukee, Wis.

My Dear Sir:—I attended your school four years ago and received a perfect cure and have not had a re-occurrence of speech trouble from that time since. All it takes is a little nerve and confidence and your school puts these qualities within the students if they do not possess them. I have always been very well satisfied with my cure and people whom I have met in the last few years never suspected that I ever stammered. I recommend your school to all in need of it because I know you can cure, and I believe your institution to be the largest and best in America. You have beautiful grounds and a splendid location for the school and I notice your attendance grows larger from year to year. I should think everyone would want to attend your school if they have any speech trouble. Hoping these few words may put cheer and encouragement in the hearts of those who read them and lead to a cure at your school, I remain,

Very truly yours,

EDGAR GIEGEL,  
610 Tenth Ave., Milwaukee, Wis.

### CHAPTER III

#### A FEW WORDS ABOUT OUR HOME

¶ I say "home" because I look upon our institution as far more than a school where stammerers assemble to get cured of their various speech troubles. This is not a cold-blooded business enterprise where the commercial end alone is considered. Our new institution is a veritable school and home combined, where our students are treated as friends and companions. You not only get cured of stammering, but you enjoy life while taking the course and are made to feel that you are one of the units of a great institution, erected and equipped exclusively as a school and home for stammerers.

¶ While good discipline is maintained and the correction of your speech impediment is first to be considered, the social side of life has not been overlooked nor forgotten. There must be musicales, debates, literary programs and park and theater parties arranged. These things, when supervised in an orderly manner, add to the strength of the course by allowing time for relaxation. Therefore, when you join our classes, you will never have a lonesome moment, or feel that you are in any way ostracized because of your stammering.

¶ Without boasting in the least, I can say without fear of contradiction, that the North-Western School for Stammerers now has the finest, most convenient and best equipped buildings of any school for stammerers anywhere in the world, and is a fitting monument to the success of my enterprise. The building which is being used as the main home and dormitory for the lady students is beautifully equipped and finished in the most costly wood obtainable and is sure to meet the approval of pupils from the most refined homes. The other building contains the main classroom and lecture hall, which is of extra large proportions and is especially adapted to meet every requirement of our Advanced Natural Method of curing any and all cases of stammering.

¶ The dormitory rooms for the gentlemen students are located in this building, which is fireproof, airy and spacious, cool in summer and warm and comfortable in winter. The grounds between the two buildings have been carefully laid out by landscape artists and decorated with the finest park shrubbery.

Nothing has been left undone which would add to its beauty.

¶ At this institution the dormitories for the ladies and gentlemen students are on the same grounds with the school building—a feature that is sure to appeal to all. The ladies' dormitory is under direct supervision of Mrs. Lee Wells Millard.

¶ We have arranged the dormitories to take care of a large number of students, it being desirable that the students associate with each other as much as possible, because all are greatly helped thereby, we therefore require that students occupy rooms in our dormitories unless you arrange otherwise with us before enrollment. If you have friends or relatives in Milwaukee, take up with me the matter of rooming with them before coming. However, our dormitories are modern, cozy and comfortable, and, everything considered, I believe you will find it greatly to your benefit to take advantage of the many special accommodations they afford.

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#### **MANY STAMMERERS ARE NOW BEING CURED AT THE NORTH-WESTERN SCHOOL**

*Clipping from The Wisconsin-News, June, 1919.*

The North-Western Institute for Stammerers, located at 2316 Grand Ave., emerged from the war stronger than ever and the attendance during the past six months has been the largest in the history of the school. Ninety-three stammerers are there getting cured at the present time. Nearly every state in the Union is represented with students, as well as different parts of Canada. The school has accepted applications of students to enroll this summer from Australia, New Zealand, Cuba, Hawaiian Islands, Jamaica and Bermuda.

The institution has its own buildings, erected and fully equipped for curing stammering, and other forms of imperfect speech, and the length of time required is from three to five weeks. The school is mailing out a beautiful, instructive booklet of sixty-four pages which fully covers the subject and gives much useful information to stammerers and to mothers of children afflicted with speech impediments.

This splendid school has been located in Milwaukee for sixteen years and has grown to be the largest of its kind in the world, through the enterprising method of its management and because of the merits of its work in curing chronic cases of all known types of stammering. Lee Wells Millard, the school's president and manager, was an inveterate stammerer for over twenty years and visited all eastern schools of this nature before starting his own institution. The school brings thousands of dollars to Milwaukee each season from all parts of the country and is an institution of which this city can well feel proud.

## CHAPTER IV

### WHAT THE NORTH-WESTERN SCHOOL CAN DO FOR YOU

¶ What our institution has done for others it can do for you. But if you continue to put the matter off from season to season and procrastinate, little can be done. "The road of by-and-by leads to the town of 'Never'." Remember, that "Mañana" (tomorrow) is the permeating, directing force in the average Mexican's mind. He meets every task and duty with a "Mañana" and in consequence the Mexican's task is never done. He has never caught the vital importance of the word "NOW," the word of *decision, action and accomplishment*.

¶ What our school has done for others it can do for you, and the renowned high standard of our institution is still in the ascendancy and your most sanguine hopes and expectations will be fulfilled when you come here if you come with an impressionable mind and a desire to do your duty.

### DON'T GIVE UP HOPE—YOU CAN BE CURED

¶ If you have failed in your efforts elsewhere, that is no valid reason why you should give up and let stammering be your master for all time to come. The North-Western School for Stammerers has an Advanced Natural Method that will bring about a complete cure in your case, no matter where you have failed or of how long standing your impediment.

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### HAD EXPERIENCE AT OTHER SCHOOLS

Dear Mr. Millard:—

In my opinion the North-Western School for Stammerers is the best institution for the cure of stammering and for the treatment of other speech defects in the world. Your school is sure to grow and prosper, because you are fair and square to everyone and your method of cure is superior to any other.

I had experience in the L---- School at Detroit, before coming to you, and for the benefit of others will say my course at the Detroit school nearly wrecked my life. I gave up all hope for a cure and became nervous and despondent. I did not approve of the "Jessie James" and "Judas" method of business tactics at the L---- School which fleeced the stammerer in a manner contrary to justice, and their method used was unpractical and unnatural, and few had the nerve to continue it after leaving that school. I was glad to find none of those tricks at your school and no papers of any kind to sign. With best wishes for the success of your school and its excellent method, I remain,

Very truly yours,  
EARL COCHRAN, Atlanta, Indiana.

## CHAPTER V

WHAT THE NORTH-WESTERN SCHOOL HAS DONE  
FOR OTHERS

¶ When I say that the North-Western School for Stammerers has effected more genuine and lasting cures than all other stammering schools combined, I am only reiterating the statements and remarks of our pupils brought out from time to time on our classroom platform—many of these remarks being from ex-pupils who previously attended several other institutions for the cure of stammering.

¶ "Why is the North-Western School able to bring about such wonderful cures after others have failed?" you may ask. There are many reasons for this. One of them is that the president of this school was a stammerer for many years, and all the assistants and instructors also were stammerers, and cured under the Advanced Natural Method, originated by the North-Western School for Stammerers. Another reason for such splendid results obtained is because of the beautiful location of the institution and its home-like and wholesome surroundings and environments. Another reason I will mention, is because of our natural method, which is far in advance of any other. To fully explain the Advanced Natural Method, by which we cure, would take considerable time and space. To be brief in the explanation I will say, the technical features of our method, are control of the breath, proper adjustment of the throat when phonating—continuity of the voice, lightness of articulation, and the correct placing of the speech organs for fluent talking. In other words, the student is enlightened as to what is technically meant by *breath, voice and speech*. The next feature of the cure is the psychological part of our method, pertaining to the necessary positive mental attitude, correct thinking and use of the will power, and how to make the mind a continuous storage battery of nerve energy, etc.

¶ Our institution has made possible the successful careers of hundreds of former stammerers, who have gone out from our school with fluent speech; calm, self-possessed and confident in manner and with a will power and determination that spelled success. Hardly a day passes but that some former student calls on the school and expresses his satisfaction for the course of speech training which he derived here. Others write to the school and tell of their success.

## CHAPTER VI

### STAMMERING A GREAT HANDICAP

¶ No other condition of life causes so much mental misery, silent grief and humiliation as a defective utterance. Of all ill habits, stammering heads the list, and brings about more misfortune to the one afflicted, than any other habit or infirmity. The stammerer is handicapped in getting and holding good positions where talking is concerned, he is too full of negative doubt and mental fear to get up and address an assembly of people and in school and college life he is embarrassed and depressed to such an extent that he loses interest and feels that his recitations are a bore, not only to himself but his teachers.

¶ He cannot even go out with a lady friend to a theater, without having difficulty in asking for a transfer on a street car, or in purchasing tickets at the box office. He does not ask for sympathy nor pity. He feels disgusted and very often ill-tempered, and the exasperating part of it all is the mystery, of why he should continue to stammer, when he tries so hard to talk correctly.

¶ The mystery can only be solved properly by one who has been a stammerer and who now makes a specialty of curing others. One who has had many years of experience in successfully treating stammering of every known type.

¶ It is always best to go to an institution where the surroundings are homelike and wholesome and the environments favorable. To a school whose buildings were erected purposely for the curing of stammering, and whose every facility is to enhance and bring about quick and permanent cures. That the Advanced Natural Method employed at this institution, is conceded everywhere, as the best in the world, is a fact beyond dispute.

¶ A cure is absolutely certain, when a reasonable effort is put forth by the pupil, and he is able to leave this school speaking as easily, as rapidly and as fluently, as any person who has never stammered, with no "method" to continue or keep up afterwards. Hence any stammerer owes it not only to himself, but it is a duty he owes to his family and to his friends, to rid himself of this distressing and humiliating habit at the earliest possible moment.

## CHAPTER VII

### A WORD TO LADY PUPILS

¶ At no institution are lady pupils made to feel so at home as at the North-Western School for Stammerers. Mrs. Lee Wells Millard is in direct charge of our Ladies' Dormitory, whose interest in looking after the wants of the lady pupils, has been a source of comfort and convenience long remembered by them.

¶ Our Advanced Natural Method appeals to the sensitive nature of our lady pupils because there is nothing humiliating or embarrassing in connection with method. Particular attention is given to the class order and the cultured and refined need have no fear of any embarrassing situation in which they might be placed.

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## CHAPTER VIII

### TO PARENTS AND GUARDIANS

¶ Accommodations are provided by this institution for those who desire to accompany their son or daughter, or who wish to send a guardian. The large home of the president of the institution is located on the same grounds with the school, and a number of pleasant rooms are available during the summer months to parents of children taking the course.

¶ Parents can rest assured and feel satisfied that their children placed in our care, will be well and properly cared for. Our pupils are surrounded with wholesome literature and moral influences and the attention we give to the younger members of our classes, is one of the important features of our work.

¶ Parents often accompany their children here, contemplating staying with them during their course, but many of them return home within a few days, leaving the child with us, being satisfied within a short time that their children are being well cared for here.

### MONEY LEFT IN TRUST

¶ Our students who bring with them surplus money with which to defray expenses, deposit it with the school treasury. The banking system at this institution enables our pupils to deposit and withdraw their money the same as a savings bank, but with the additional privilege of withdrawing from their account Saturday afternoons, Sundays and holidays when the regular banks would be closed.

PART X  
QUESTIONS AND ANSWERS

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CHAPTER I

A BUSINESS-LIKE TALK

WITH LEE WELLS MILLARD, IN WHICH A FEW POINTED QUESTIONS ARE ASKED AND ANSWERED

**M**R. Millard, I am a stammerer; will you give me your best advice in the matter?"

¶ My advice to you is: Take a course of natural speech training and be cured.

¶ "When would you advise me to begin such a course?"

¶ At once—just as soon as you can arrange to.

¶ "Well, really, I am too busy to come at present, Mr. Millard."

¶ I do not presume to know how busy you are at present but I do know that the average person is always busy, and unless you make it a business of putting other things aside you will find that weeks and months will pass away and you'll still be "very busy."

¶ "I agree with you. But how and why is your school different than other stammering schools nearer my home that I could attend?"

¶ Because, when perfecting our method and establishing our school, we did not follow the beaten paths of tradition. I had attended other schools and realized the fallacy and lack of natural science in their methods of treatment, and was thus enabled to steer clear of others' mistakes. The outcome was the founding of this institution and the Advanced Natural Method, where the whole work of a perfect, natural cure is brought about before the pupil departs.

¶ "That sounds very good to me. Will you tell me something more about it?"

¶ Our Advanced Natural Method disposes of stammering and builds up a system of natural speech that is perfectly free and

easy to command, and when the pupil graduates from here he is cured in every sense of the word, and not hampered by time-beating and sing-songing his words, which characterizes the methods of several well known institutions.

¶ "Why did these other institutions adopt such methods, do you think?"

¶ Well, I presume they worked on the theory that "desperate diseases require desperate remedies." And they seemed to forget that stammering is a misdirection of energy and effort and that Mother Nature is ready to do her part if the stammerer will cease from forcing and striving in an unnatural manner for speech.

¶ "Mr. Millard, who was one of the first to start this hand-juggling or unnatural method?"

¶ It seems to have been brought from Germany to Philadelphia, Pa., by a Mrs. Schultz, about thirty years ago, and in the year 1884 became firmly established in Philadelphia by a former pupil of Mrs. Schultz, who called it "The Pioneer School for Stammerers." Since that date a former pupil of "The Pioneer School for Stammerers" brought it to Detroit and established another of its kind in the year 1894, and some years later the method found a home in Indianapolis and Kansas City.

¶ "Mr. Millard, what am I to understand by the Advanced Natural Method?"

¶ The Advanced Natural Method is the latest and most scientific manner of speech training known to the world and is characterized by its ability to correct and cure stammering and leave nothing unnatural in connection with the pupil's speech after the stammering is removed.

¶ "That seems almost too good to be true. Pardon my incredulity, but is it a fact that the pupil may take a course in your institution and never be embarrassed by his training under your natural method and leave your school talking smoothly and easily without further fear or thought of stammering?"

¶ That is precisely what a course of natural speech training here means. Our pupils are never subjected to humiliation in any form, shape or manner, and this correct and fluent way of talking can be brought about, on an average, in from three to seven weeks' time.

¶ "How do you account for such rapid progress in your school?"

¶ By the simple fact that the North-Western School method has the whole power of nature and science behind it, and that the natural method of correcting a natural mistake is the easiest and surest way of doing it, and the most permanent and enduring.

¶ "Is the tuition higher for a course of natural speech training in your school than it is at a school where the unnatural method is taught, and where the pupil leaves one of these others schools half cured?"

¶ Not any higher and oftentimes not so much. It costs no more to do a thing right than it does to do it incorrectly. An institution employing an unnatural method may be in the business purely for the financial gains, and you may rest assured that a school of that kind will ask all it can get. It has no set rate of tuition in its catalog.

¶ "What is meant by an unscientific or unnatural method?"

¶ A method that depends for success upon the substitution of one form of imperfect speech for another. A method that is employed to cure stammering by time-beating and sing-songing, which attracts as much if not more, unfavorable attention than stammering itself.

¶ "Then this is why so many pupils fail elsewhere and are eventually cured of stammering to talk in a natural perfect manner in your school?"

¶ It is. I can show you hundreds of letters from my correspondents, who, having utterly failed, are today planning to enter this institution. I can prove to you that what I have said is correct, by the many testimonials I have on record from pupils of that kind who have already taken advantage of our school and are cured of stammering and have entered business and various professions, made possible by the training under our natural method.

¶ "Is it best to notify you before coming?"

¶ It is not exactly necessary to do so, but it would please me because our school is always well attended the year around, and by sending in your application for admission in advance, you are sure of good accommodation, and it enables me to reserve and provide a good position for you in class.

¶ "Mr. Millard, what do you mean by mind training or psychology as connected with your system of cure?"

¶ Stammering is partially mental, and therefore, mind training goes hand in hand with the technical features of the cure. Psychology refers to the mind, and the psychological features embodied in my course of speech training are absolutely essential to the effectiveness and permanency of the cure. That is one reason why we are successful when others fail.

¶ "Does your institution furnish a school and home combined?"

¶ It does, and since erecting my latest new buildings, I have ample room for all who enroll. My school buildings are so arranged that I can add to them, as my future business increases.

¶ "Can a pupil enter your school at any time?"

¶ Yes, my beginner's class is always open, and each week, a number of new pupils enroll the year around.

¶ "Do you keep your school open during the holiday season and during the summer vacation months?"

¶ My institution always runs full force during the holidays and the summer vacation months. In fact, it has never been closed for a day in sixteen years. (Sundays excepted.)

¶ "May a pupil enroll if he reaches there on Sunday?"

¶ Yes, while there are no classes here on Sunday, I often enroll pupils who arrive here on a Sunday. They are given the school text book for perusal and are assigned to a pleasant room where they may unpack their suit-case or trunk and get ready for the first class on Monday morning.

¶ "I thank you, Mr. Millard, for this interview, and I hope to be with you much sooner than I had at first planned, and I feel confident that yours is the school for me to attend."

## PART XI

### BUSINESS POINTERS AND SUGGESTIONS

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#### CHAPTER I

##### TUITION, BOARD AND ROOM

I BELIEVE this is the only stammering school in America which has its tuition cataloged. This shows our intentions are straight forward and honest, and that we don't "land pupils at all prices."

¶ However, it does cost a reasonable sum to attend a first-class institution for the cure of stammering, conducted along modern and scientific lines.

##### TUITION

¶ The management of this school has established a tuition rate of \$150.00 for moderate cases and \$300.00 for the severe or more aggravated types of stammering.

##### TERMS

¶ Tuition is payable when the pupil enrolls, because of the fact that our method is mostly on charts in our class room and easily copied off.

##### BOARD AND ROOM

¶ The price of good board and a pleasant room is \$9.50 per week and upward, according to the size of the room and dependent on whether the student wishes to occupy the room alone or share it with another.

¶ The privileges of a furnished room in our institution includes bed clothes, heat, electric light, towels, bath, and books and magazines from our school library.

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*The presence of a positive character, inspires us to win.*

## CHAPTER II

### LIBERTY BONDS ACCEPTED

¶ The North-Western School Treasury will accept Liberty Bonds at their full value, on payment of tuition. If you have a \$50 Liberty Bond and you are a little short of money to take the course here, hand it in the same as cash at its full market value when paying your tuition. You have helped the government by purchasing a Liberty Bond, now utilize the bond by securing liberty of speech for yourself.

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## CHAPTER III

### WHY OUR TUITION CHARGE IS MODERATE

¶ As a matter of fact, our institution has always been very moderate in its tuition rates. Having been an inveterate stammerer for over 20 years, I can appreciate fully the handicap and embarrassment of all who are afflicted with a speech impediment.

¶ My enthusiasm over the wonderful results obtained by my Advanced Natural Method in curing myself, prompted me to resolve that I would devote the remainder of my life in curing others shackled and handicapped by the habit of stammering.

¶ The manifold blessings echoed from all parts of the civilized globe, have proven that my efforts have been a success without precedent.

¶ Inasmuch as the majority of stammerers are of moderate means and cannot afford to pay an exorbitant tuition rate, I have kept the tuition as low as possible, consistent with the high standard of maintaining this institution, thus giving all an equal chance of obtaining a perfect cure.

¶ As much personal interest is devoted to the stammerer of moderate circumstances, as to those blessed with a greater abundance of worldly riches.

¶ Thus I have proven that more good has been accomplished by curing more students at a moderate price than a few students at an exorbitant price.

## CHAPTER IV

### CONCERNING A GUARANTEE

¶ We do not, as a general rule, guarantee a cure because it savors too strongly of quackery for a reliable institution to do so.

¶ Invariably, when a stammering school boldly guarantees a cure in its literature, their method consists of a hand-swing, time-beat or unit method, and there is always a string tied to the guarantee.

¶ A number of stammerers, ex-pupils from other stammering schools, who did not get a cure and could not bear the humiliation of following out the "method", have given us their instruction or regulation blanks filled out and signed by those in authority at said hand-swing, time-beat or unit method school, whereby the pupil is instructed to give constant application of the "method" at all times for each syllable spoken, and to practice the exercises received at those institutions over an hour each day, for a term of six months, after leaving the institute.

¶ The North-Western School for Stammerers is, in reality, more capable of guaranteeing a cure than any other stammering school, because by following the Advanced Natural Method it is impossible to stammer—and there is nothing unnatural or embarrassing connected with the student's speech and no method or exercises to be followed out after leaving our school.

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### WAS CURED IN TWO AND ONE-HALF WEEKS

Lee Wells Millard,  
Milwaukee, Wis.

Viola, Wis., May 25th, 1919.

Dear Mr. Millard:—I want to write you a few lines to tell you about myself, because I know you are interested in all former students. I attended your school for two and one-half weeks a year ago, and was cured.

I spent last summer in Idaho and had absolutely no trouble with my speech. I was a senior in high school this year and completed the course with high honors, thanks to your institution. We had a class play which I took a very important part in and although my part contained many words which bothered me in the past, I had no trouble at all in talking. I was valedictorian of my high school class and gave a talk before a large assembly of people. Never before have I so realized the wonderful things your school did for me. I have just directed a stammerer of Twin Bluffs, Wis., to go to your school, because I know it is the best. I can truthfully say that I never spent such an enjoyable time before in my life as I did at your school.

Yours very sincerely,  
DOROTHY FISHEL.

## CHAPTER V SUGGESTIONS FOR EARNING BOARD AND ROOM

¶ Many pupils, whose means are limited, earn their board while taking their course of treatment, as there is ample opportunity for earning board and room without interfering with the class-work.

¶ Others enroll at our institution and after being in our regular day classes for a week, secure a position in this city, and finish their course of speech training in our evening classes.

### EVENING SESSIONS

¶ Our evening sessions have thus proven a boon to many a stammerer who could not see his way clear to attend any other way. One tuition pays for both day and evening classes.

¶ Because our method is natural and there is nothing noticeable in talking different than other persons, our pupils can accept any position while taking a course of training here and complete the cure in our evening classes. Few pupils stammer after being here the first week. Working while in this city gives them a chance to try out the cure before going home.

¶ Pupils working in the city and attending the evening classes can keep their room at the institution and thus be under the influence of the school.

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## CHAPTER VI STAMMERING A PERSONAL MATTER

¶ Stammering is a personal matter and concerns yourself more vitally than any one else. No one else stands the pain and mental anguish of your impediment but yourself. In your present condition you have nothing but foredoomed failure to look forward to. Stammering if let run, gradually tightens its hold on you until you fairly shun the society of your fellow beings. Life is too short to waste any more time of it stammering. I am sure you have resolved many times to be cured but have allowed something of less importance to intervene. You have waited for a more favorable time—until conditions at home were just right—but you will never find things “just right” in this world. You must plan your work, then work your plan. Don’t wait for opportunity but make it. Set your sails today for the harbor of perfect speech—this school.

## CHAPTER VII

### SEND IN YOUR APPLICATION EARLY

¶ All indications point toward a record-breaking attendance at our school during each month of the year. I am prepared to receive a larger number of students than ever before.

¶ You have nothing to gain by delay. By enrolling now you will make a material saving, but most important of all, you will have taken the first step toward perfect speech. The shackles of stammering will begin to grow less binding the moment your application for admission is sent to this school.

¶ No one else around you knows how you long to talk like others—in a free, easy, spontaneous manner—without physical strain or mental fear, entirely free from the self-conscious negative state of mind in which all stammerers live. Therefore it revolves upon you to assert your right to be cured—obey that impulse—*fill out the blank below and mail at once.*

### APPLICATION FOR ADMISSION

Please enter my name as an applicant for admission to your institution.

Name.....

Street and Number.....

City or P. O. Address.....

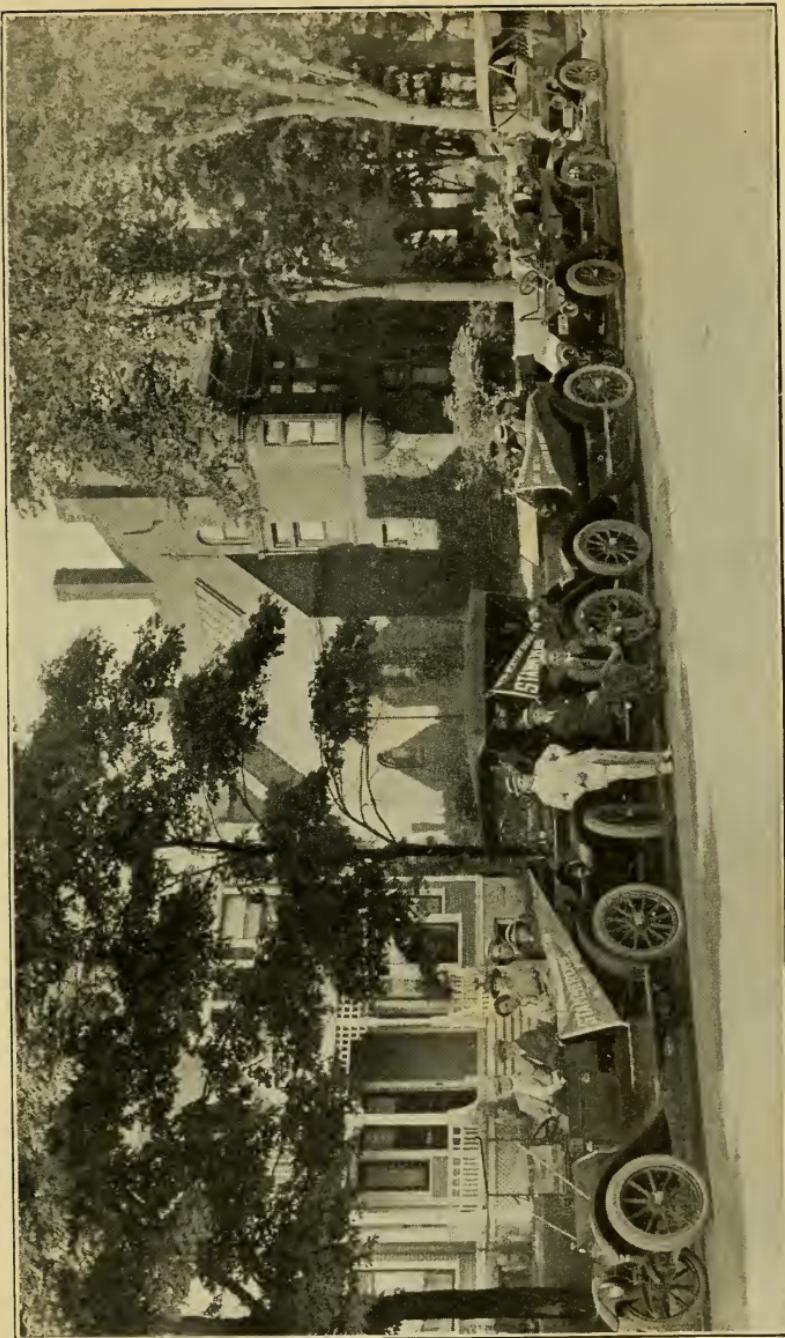
Rural Route or P. O. Box.....

County..... State.....

I expect to enroll as a student in your school on or about

..... 192 .....

¶ Sending in your application blank does not in any way bind you to enroll, but it enables us to determine the number of pupils to provide for.



#### In Front of the School Dormitories

Ready for the outing, in which the beautiful parks and scenic places of Milwaukee and suburbs were visited. Picnics, tennis parties, luncheons and marshmallow roasts are enjoyed by the students each week throughout the summer season. Fall and winter entertainments are planned for the pleasure and relaxation of the students also, and no matter what season of the year you enroll, your stay at the institution will be a matter of life-long remembrance, and will terminate with your receiving a splendid cuse.



Snapshot of students at park just before picnic dinner is served.



Students entering Washington Park to enjoy a week-end half holiday. Tennis, Golf, Baseball and other out-door sports are provided for our students at the various parks in Milwaukee.



Students of our school enjoying a swim at McKinley Beach, Milwaukee. One of the pupils here shown, traveled all the way from Australia to get cured under our Advanced Natural Method.



Students enjoying the half-holiday, Saturday afternoon, at one of Milwaukee's beautiful parks. Basket picnics and other outing features are arranged for our students each week during the summer.



Students of the North-Western School snapped by the camera while choosing sides for a game of baseball.



One of the many attractions at the Milwaukee Zoological Garden. Polar bears performing to the delight of our students.



A portion of our students, awaiting the dinner call, caught by the camera of another student. Note their cheerful faces—happy with the thought that they are at the right school, where perfect speech is brought about without embarrassment.



A group of our students caught by the camera on the lawn by the main school building, during recess.



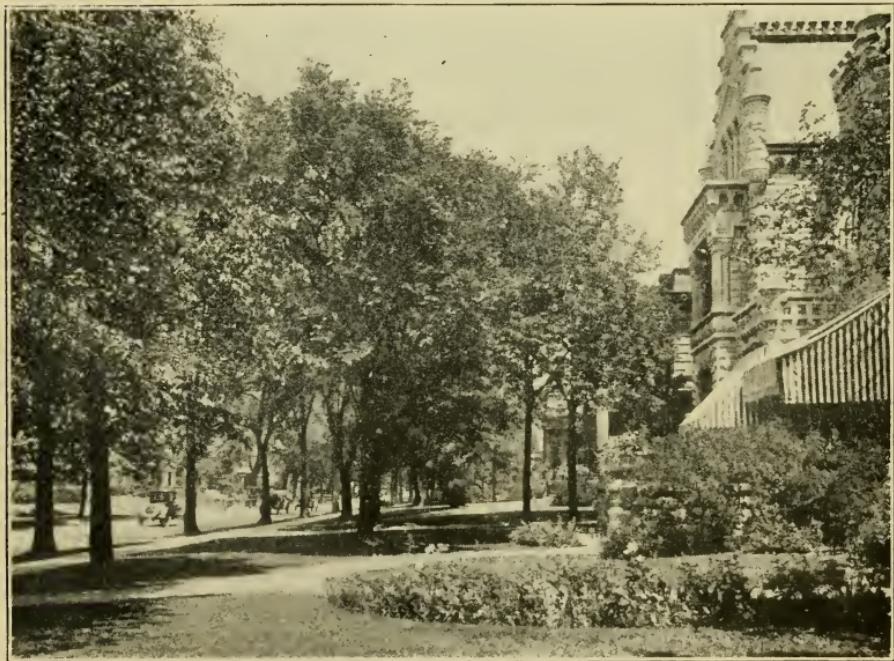
A view from one of Milwaukee's famous parks. No city in the world has a greater variety of natural parks.



Buffalo quarters, Washington Park Zoo, Milwaukee. This Zoo is noted for its fine collection and handsome specimens of the different animals, reptiles, birds etc.



Milwaukee River, within the city limits, affords much pleasure to our students, who are lovers of the various water sports.



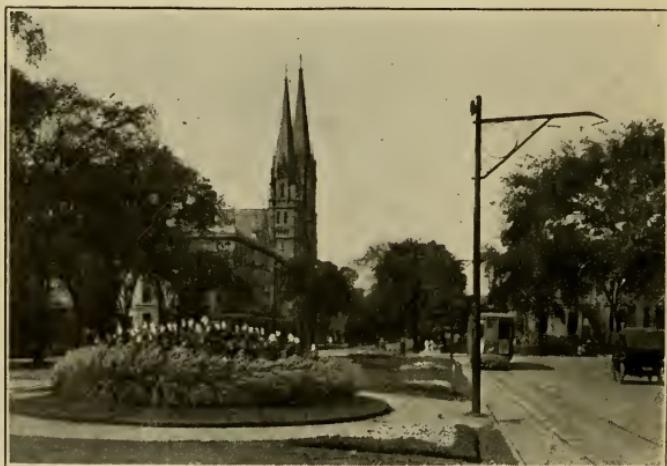
The North-Western School is located on Grand Avenue in the most prominent residential section, among stately dwellings. Milwaukee is noted as a city of beautiful homes.

**PICTURESQUE VIEWS OF BEAUTIFUL MILWAUKEE**

You will be Impressed with the Beauty of Upper Grand Avenue  
and the Convenience of the Many Churches Near the  
North-Western School for Stammerers.



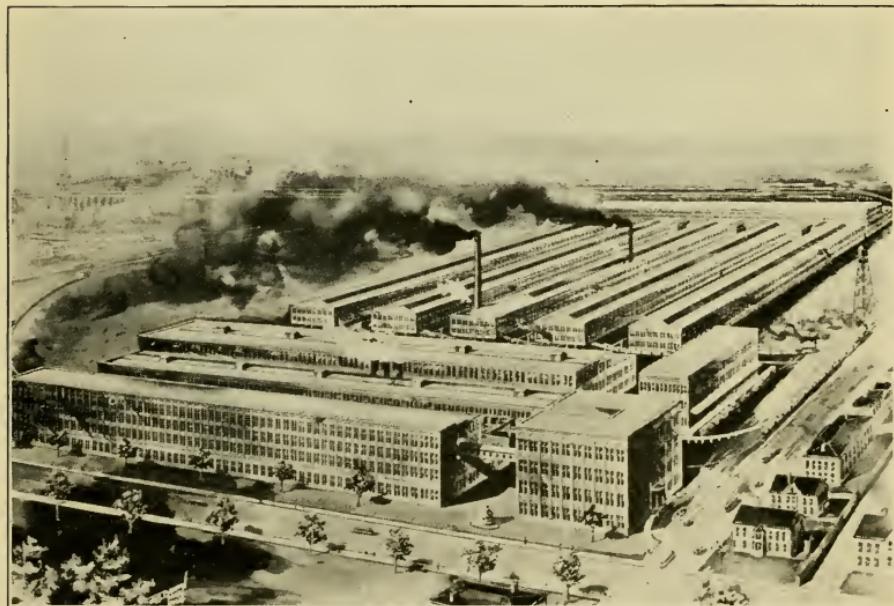
Upper Grand Avenue, showing Gesu Church in the distance.



The "Court of Honor," upper Grand Avenue, M. E. Church on right.



Wesley M. E. Church, 25th and Grand Avenue, just a block from the North-Western School for Stammerers.



Milwaukee is the second largest industrial city in the United States. More than 150,000 people are employed in its factories. Many of our students of moderate means procure employment and complete their course of speech training in our evening classes.

**TALKS FINE—DOESN'T STAMMER ANY MORE**

Mr. Lee Wells Millard,  
Milwaukee, Wis.

Dear Mr. Millard:—I wish to inform you that I am talking fine and don't stammer any more or have any kind of trouble in speaking. I started in high school this fall and surprised my teachers with my talking. They thought it wonderful.

Before I attended the North-Western School for stammerers, I was told that I could not get cured of stammering. When I came back these same people thought different. I spoke at a Ladies' Guild and never even thought of stammering. I answered all questions they asked me with perfect ease.

I have told of my cure over and over again to many people, and I am very glad to recommend your school to all who stutter or stammer, or have any other kind of speech impediment. I had a severe case myself and could not say my own name or relate anything, but I received a complete cure in your school in six week's time. I will write to anyone I can hear of and tell them what a wonderful school you have. Thanking you, I am,

Your grateful ex-pupil,

ROBERT M. MARTIN,  
421 Duff St. Mitchell, So. Dak.



Skating at one of Milwaukee's popular parks, affords our students much sport and is a very healthful pastime during intermission of classes.

### Y. M. C. A. PRIVILEGES

In keeping with the high morale at the North-Western School, the social privileges of the Milwaukee Y. M. C. A., including the lobby, lectures, checkers, reading and rest rooms, and by special arrangement, the privileges of the excellent swimming pool, showers, hand ball courts and large gymnasium, as well as the pool and billiard rooms, afford our students many pleasures and add to their social, spiritual and physical development.

The Association buildings are located within a half block of Grand Avenue and only a few minutes from our school.

Many interesting and beneficial lectures and talks are frequently given to our students by noted Y. M. C. A. men, statesmen, physicians, attorneys, as well as by prominent educators and clergymen.

The bible classes at the local Y. M. C. A. and various churches afford our students spiritual development, besides giving them an excellent opportunity of practice in talking with strangers.



Milwaukee Association Buildings

## Milwaukee Young Men's Christian Association

John P. Hillis, Secretary Special Activities

Milwaukee, Wis., June 14th, 1920.

Mr. Lee Wells Millard, President  
The North-Western School for Stammerers,  
2316 Grand Avenue

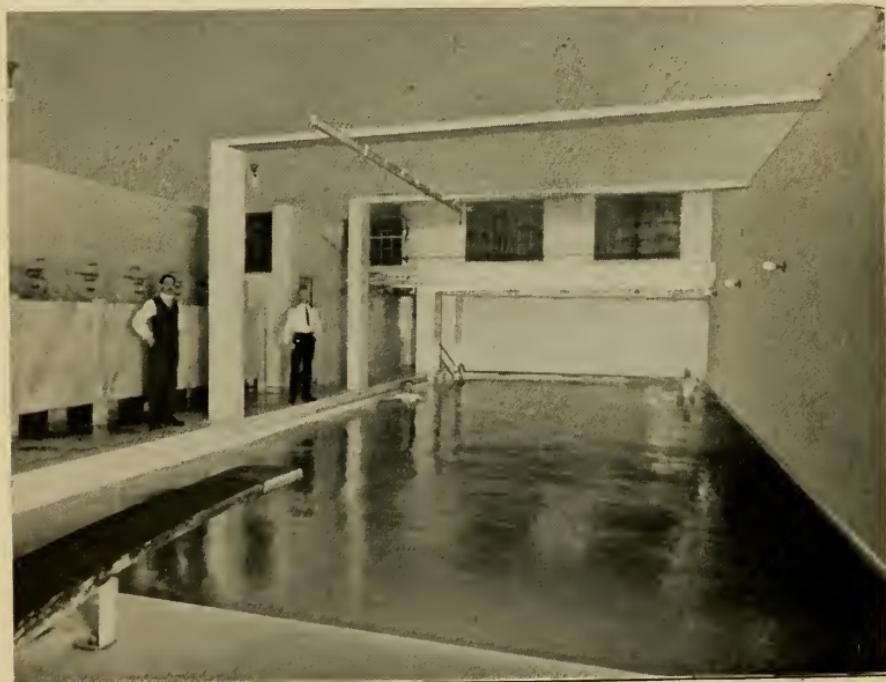
Dear Mr. Millard:

It has been my privilege to visit your school and address the students at various times during the past two years. I have observed somewhat your method of teaching and have noted the success therefrom amongst the boys who have lived here in our building and others who come within our membership.

Wishing you continued success, I remain

Very sincerely yours,

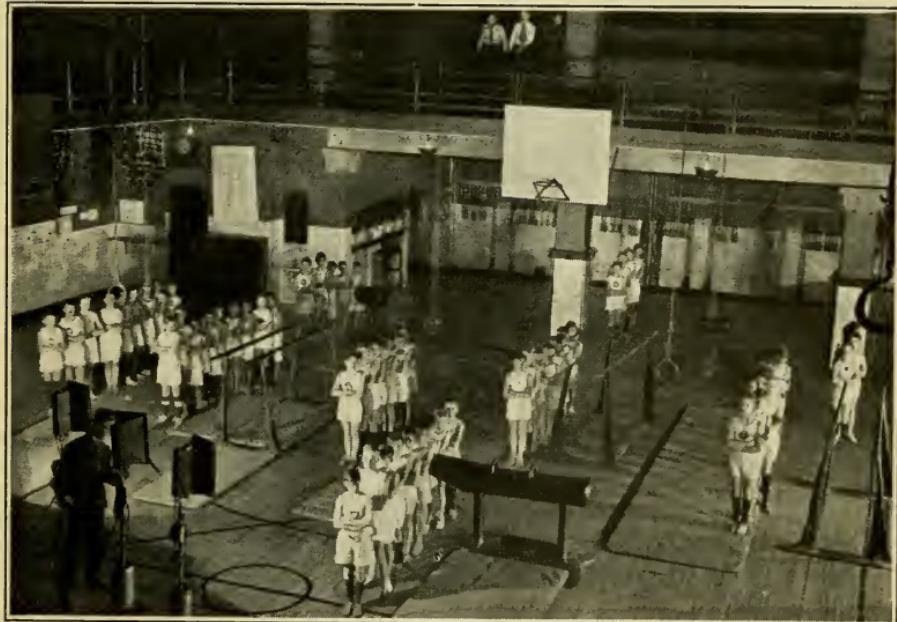
JOHN P. HILLIS,  
Secretary Special Activities.



Excellent Swimming Pool—An attractive feature at the Milwaukee Y. M. C. A.



In the Y. M. C. A. Lobby by the Big Open Fire Place



Y. M. C. A. Gymnasium



**TRAVELED OVER 15,000  
MILES TO BE CURED**

Melbourne, Australia,  
April 30th, 1920.

To Mr. Lee Wells Millard:

In recognition and deep appreciation and gratitude for many kindnesses and the permanent benefits and perfect speech derived under your effective and efficient method of speech training.

Your system has transformed me into a different man and has increased my efficiency. I have found the greatest blessing of life at your school.

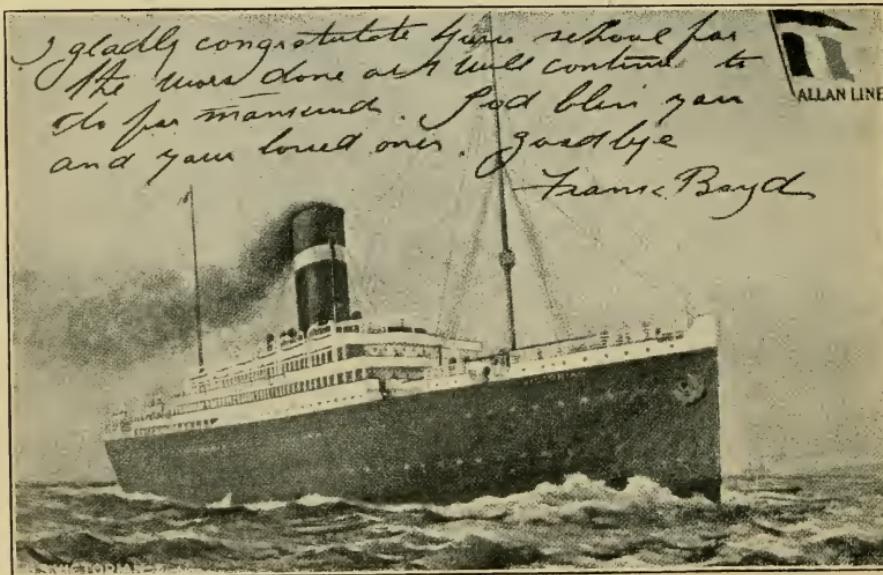
You have won and deservedly so my sincere gratitude.

**FRANK BOYD.**

*Note*—Mr. Boyd is 51 years of age, thus proving that our Advanced Natural Method cures stammering as easily and efficiently at middle age as in youth.

**A FOND FAREWELL**

(“I gladly congratulate your school for the work done and will continue to do for man-kind. God bless you and your loved ones. Good bye.” **FRANK BOYD.**)



**TRAVELED FROM AUSTRALIA TO BE CURED**

Hotel Atlantic, Chicago, Ill., April 23rd, 1920.

Mr. Lee Wells Millard,  
Milwaukee, Wis.

Dear Mr. Millard:—Arriving today from St. Louis, I am looking forward with considerable pleasure to a visit to the school. The school has supplied a great want in my life—just what I needed most. Your effective methods are as far reaching as the needs of humanity. It is a national asset. Increasing the efficiency of the individual is increasing the efficiency of the nation. To harmonize the mind is to harmonize the life. The power of a spoken word is a mighty power. To think well and speak well is inseparable. As we think, so we express ourselves and so we are. Prosperity is not estimated in dollars and cents, but in ideas. The measure of a man's culture is in the richness of his vocabulary. This is the standard by which he is measured. Timidity slows down mental action and makes us less than we really are. Confidence is essential—without it we lack all.

Your work is constructive—it is a work of overcoming mental limitations and physical difficulties. You teach the pupil how to overcome by courage. In this you use the greatest positive power. Courage is as positive as love. "Perfect love casts out fear." You build a state of mental consciousness that knows no fear. Your pupils forget their limitations and speak with fluency and rejoice in freedom. You deal intelligently with every form of defective speech and voice. The stage fright condition is general among business men. They should demonstrate over their weakness by attending your school.

I desire for the school's success in its increased and inc easing efficiency. It has enriched and is destined to enrich the lives of many.

I will know in a few days when it will be possible for me to visit Milwaukee, and renew the happy days that passed all too quickly away. I trust yourself and your dear ones are well and the school is in flourishing condition.

With best wishes,

Yours very sincerely,

**FRANK BOYD.**

*Note*—Mr. Boyd took his course in our school in November and was cured permanently in five weeks' time. His home is in Melbourne, Australia, and after spending the winter in several of the large cities in America, he returned home but arranged to come up to our school while passing through Chicago, and visit a couple of days and give some positive talks to our present class, all of whom were delighted to make the acquaintance of Mr. Boyd.

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*Speech is for now, silence is for eternity.*

*I am always pleased to meet pupils at the depots in Milwaukee and bring them to the school in my automobile, if they write or wire me in time.*



The camera of a newspaper man snapped Mr. Millard at the Union Depot while meeting students. Mr. Millard is seen, in the above halftone, greeting Mr. Kuang Y. Chang, Kunghsien, Honan Province, China, who journeyed to Milwaukee to be cured of stammering.

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#### **FAILED TO GET CURED AT DETROIT**

L. W. Millard,  
Milwaukee, Wis.

West Bend, Wis., May 25th, 1920.

Dear Mr. Millard:—My successful career started immediately after leaving your school. I had about lost hope before coming to you, because three years previously, I failed to get any good at the L---- School of Detroit, owing to the crude method of hand-swing and sing-song used there. It was so embarrassing that I did not continue it but a few weeks after leaving there.

At your school things were different. My fear soon left me and confidence and mental ease were completely restored in a short time. When I arrived in Milwaukee, I could hardly talk, but thanks to your natural, up-to-date method of treatment, I was soon over my stammering. You may use this letter in any way you please, because I am always glad to recommend your school. Wishing you the best of success, I am,

Sincerely yours,

**GLEN D. BACON.**

## PART XII

### HOW TO REACH THE NORTH-WESTERN SCHOOL FOR STAMMERERS

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#### CHAPTER I FREE RIDE FROM DEPOT

**I**F you do not have one of my free carriage ride tickets, and you have not previously written me when you expect to arrive in Milwaukee, then wire me when you are about a hundred miles from Milwaukee, (ten words for about 25c) mentioning what time of day you will reach Milwaukee and over what railroad.

##### TELEPHONE ME UPON YOUR ARRIVAL

**¶** If you do not write or wire me previous to your arrival in Milwaukee call me up over the telephone, either at my residence, West 3766, on Sundays or after office hours, or during office hours, West 458, and I will come to the depot in my automobile and bring you to the school in ten minutes' time.

**¶** There are public telephones at all Milwaukee depots. The telephone operators at the depots are always willing to telephone me that students are waiting at the depot, if you feel fatigued and unable to talk over the telephone after your journey.

**¶** We are always pleased to meet pupils at trains and suggest that they write or wire us in advance of their coming.

##### SIGN OF RECOGNITION

**¶** The usual sign of recognition is to pin a small white bow of ribbon or slip of white paper on your dress or coat lapel just before reaching Milwaukee, then I will know you immediately as you step off the train, or see you in the depot.

##### LOCATION OF THE NORTH-WESTERN SCHOOL

*The map on the opposite page shows the location of the North-Western School for Stammerers, with reference to the Union Depot, Northwestern Depot and Interurban Stations.*

**¶** The North-Western School for Stammerers is located at 2316 Grand Avenue, the main thoroughfare of Milwaukee, and is easily found. When you come to Milwaukee, put this book in your pocket or handbag and refer to the map on the opposite page when you reach the depot.

WESLEY METHODIST CHURCH



GRAND AVE. CONG. CHURCH



ENGLISH LUTHERAN CHURCH



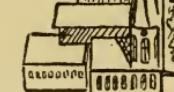
MARQUETTE COLLEGE



GESU CHURCH



CALVARY PRESBYTERIAN CHURCH



ST. JAMES CHURCH



UNION DEPOT



GRAND AVE.

**NORTH-WESTERN SCHOOL  
FOR STAMMERERS, INC.**  
2316 GRAND AVE.

GRAND AVE. METHODIST CHURCH



IVANHOE MASONIC TEMPLE



PUBLIC LIBRARY & MUSEUM

GRAND AVE.

INTERURBAN  
ELECTRIC STATION

WISCONSIN ST.

CHICAGO & N.W. DEPOT



STRAIGHT WEST FROM DEPOTS

JUNEAU PARK

LAKE MICHIGAN

MILWAUKEE RIVER

**CURED OVER TEN YEARS AGO**

Lee Wells Millard,  
Milwaukee, Wis.

Armington, Mont., Oct. 29th, 1919.

Dear Mr. Millard:—It has been a long time since I have written you but I have been kept busy managing my father's affairs the last few years and have had little spare time for anything. You will remember me as having attended your institution during the winter of 1910. The thought of stammering has never entered my mind since I left your school and I have traveled around considerable. I have helped organize the Society of Equity in Cascade County, this State, and have often spoken before an audience of one hundred and forty people without any thought of fear of stammering.

If there is anyone who doubts that I am cured they would change their mind were I to talk with them a few moments. A good proof as to how well I am cured is the fact that I have had a display at the State Fair for the past several years and people have a tendency to ask a great many questions which I would have found very difficult to answer if I still stammered, but I give them their answer as soon as a question is asked.

Trusting the school is getting along well and wishing you every success and assuring you that I will always be pleased to recommend your institution to all stammerers I come in contact with, I am, always,

Very truly yours,

FRED SIEGLING.

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**MY FORMER IMPEDIMENT IS ENTIRELY FORGOTTEN**

Ravenna, Nebr., May 31st, 1919.

Lee Wells Millard,  
Milwaukee, Wis.

Dear Mr. Millard:—It has been several years since I heard from the dear old school which I will never forget, but I wish to tell you how sincerely thankful I am that I attended your institution. I shall never forget the home-like and kindly treatment which I received while there. My former impediment is entirely forgotten now. Your school done the work of curing me completely and I shall never forget it.

I have just advised a man in Omaha, Nebr., to attend your school. I have interested several to attend your school since I left.

Your remember I attended a stammering school in Detroit, with no success, before coming to you and would never have been cured, I am sure, if I had not heard of your good school. I shall be glad to hear from you, at your convenience, and would like to look through one of your late catalogs, for old time sake. With kindest regards, I am,

Sincerely yours,

JOHN H. BEUTLER.

Lock Box 584.

**HIS CURE CHANGED HIS LIFE ENTIRELY**

Baltimore, Md., Feb. 11th, 1920.

Mr. Everett C. Nelson,

Dear Sir:—Your letter of the 6th inst. received, enquiring about the North-Western School for Stammerers of Milwaukee, Wis., and I take pleasure in stating that I attended the school about twelve years ago with wonderful success, and if you can possibly arrange it, would certainly advise you to go there and take a course. I no doubt like yourself, hesitated for some time about going, but could have "kicked" myself as a fellow says, afterwards for putting the matter off, as after being cured of stammering, I was able to earn more money and get much more enjoyment out of life; in fact I became a different person entirely. I was also very fortunate in going to the right school, as I saw persons cured at the North-Western School, who had tried other schools without success, proving thereby that the North-Western School must be superior to the others.

I had the pleasure of visiting Mr. Millard last September and found the school occupying large new quarters with a full attendance of students and *everybody satisfied with their course*. It is certainly a fine institution in every respect and is doing a great work, and I would advise any stammerer, who is fortunate enough to hear of the North-Western School to go there and receive that which surely awaits him or her, namely, "A Perfect Cure," if they will apply themselves to the rules and methods as prescribed for them. Stammering is a great handicap and inconvenience in anyone's life, as I can speak from real experience myself; also know the great benefits derived from a permanent cure and sincerely hope you will be able to attend the North-Western School and be relieved of your stammering and the mental torment, which goes with it. I think I have answered your letter fully, but will be glad to give you any further information desired.

Wishing you every success if you can arrange to take the course and again advising you to do so by all means, as I know you will never regret it, I am,

Yours respectfully,

WM. E. RUTTER,

3011 W. North Ave.

*Note*—Mr. Nelson attended our institution this spring and received a splendid cure.

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*Strong character and personal force never go out of fashion.*

**HAS VISITED ALL STAMMERING SCHOOLS IN AMERICA  
AND ABROAD**

Atlanta, Ind., Feb. 26th, 1920.

Pres. Lee Wells Millard,  
The North-Western School for Stammerers,  
Milwaukee, Wis.

My Dear Mr. Millard:—Passing through your city and having paid you a little visit, after an absence of several years when I attended your school, I feel that I want to congratulate you on your great school.

To know, as I do, the wonderful spirit that prevails in a real equipped institution such as yours, I am reminded of an “attic” where one school in Chicago is conducted, and of the “swing” and other kindred tricks to kill the morale in the soul, and I am therefore glad to recommend an institution such as yours that really does things.

To get down to “brass tacks,” I have visited all the stammering schools in America and many in Europe. I have investigated not only the schools, but many claimed cures, and I am prepared to say that the only real school with a scientific method, producing real permanent results, is your school.

Why others seek to mislead a poor stammerer and fleece him, I can’t understand. Some of people who conduct schools in Chicago, Kansas City and elsewhere, claim they are ex-stammerers, but I find most of them still stammer and only talk with the aid of easily detected tricks and subterfuges, and their efforts to avoid stammering is often decidedly noticeable.

Being an ex-service man in the A. E. F., and past 40 years of age, I have had opportunity to go into the different phases of methods both abroad as well as in America and I tell you Mr. Millard, that I herewith make the un-qualified statement that if the stammerer is after a cure and wants to attend a real school, where kind treatment and an efficient method is found and a square deal given to all, where the spirit of co-operation obtains genuine results and where the prison walls in a stammerer’s life are broken down and where he tastes and retains the freedom of utterance, I warn him or her to make no mistake but attend your institution.

Many others make misleading statements to get the business, but I advise all stammerers to keep from being a victim of such places, where the mercenary feature of the course is the main thought, and attend the North-Western School at Milwaukee, where they will obtain a real and genuine cure. I always found at your school, a deep gratitude in the hearts of your students, but in a large class of a hundred or more, one can feel the very spirit of positive success, permeating the atmosphere when a school is conducted like yours. I am now one of the traveling inspectors for the American Tin Plate Co., and of course, as you know, never experience any more speech difficulty and travel to all parts of the United States.

Thanking you from the bottom of my heart for the good you have done and are doing, I am,

Sincerely yours,

EARL COCHRAN.

**RECEIVED A PERFECT CURE IN THREE WEEKS**

Mr. J. Lloyd Henderson,

Box 927, Milwaukee, Wis., Feb. 16th, 1920.

Dear Sir:—Your letter of the 6th inst., awaits me upon my return to the city and I hasten to reply thereto.

With reference to the North-Western School for Stammerers would say that I stammered from the time I was five years of age until I was sixteen years old. I attended the North-Western School but three weeks and received a perfect cure from this curse which has handicapped so many lives.

Mr. Millard teaches the Natural Method which enables one to leave his institution with a permanent cure and without the necessity of any arm-swing or time-beating method.

It has been my pleasure to meet hundreds of students in this institution since I attended and although I have seen several very severe cases of stammering, I have never seen anyone who ever attended his school and really wanted to be cured but what they were able to leave this institution talking in a natural manner so that even their closest friends could not detect any impediment in their speech.

I consider Mr. Millard as one of my greatest benefactors in that he cured me from one of the worst handicaps of my life and I feel absolutely sure that if you attend his school that you will receive a perfect cure.

If there are any further questions you desire to ask I would be only too glad to hear from you again. I hope to have the pleasure of meeting you in person should you decide to come here for a cure.

Sincerely yours,

L. E. PACKARD.

*Note*—Mr. Henderson attended our school this spring and received a perfect cure in a very short time.

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STATE SCHOOL FOR THE DEAF  
J. W. Jones, Superintendent  
Columbus, Ohio

Lee Wells Millard,  
2316 Grand Ave., Milwaukee, Wis.

March 5th, 1920.

Dear Sir:—Your pupil, Miss Edna Waggoner of Isleta, Ohio, stopped off to visit her sister who is a pupil in our school. Miss Waggoner was on her way home after spending one month in your school in an endeavor to correct her stammering. I was surprised how well she speaks and that there was nothing left to indicate that she ever stammered. You surely did that young woman a wonderful good. She speaks in the highest terms of you and your school and judging from what she has accomplished I doubt not that you are doing a great work for these unfortunate people.

Sincerely yours, J. W. JONES.

**A VERDICT FROM A JUDGE**

THE COUNTY COURT OF CALDWELL COUNTY

*Wm. Ure, Jr., Presiding Judge*

Kingston, Mo., Jan. 30th, 1920.

Mr. Lee Wells Millard,  
Milwaukee, Wis.

Dear Sir:—My boy Willie, who attended your school is completely cured and talks fine as he has never caught on a word since he came home.

Through my recommendation Messrs. Morgan and Virtue of this town will take a course at your institute in a week or ten days.

You may refer to me at any time if you wish, as I will be glad to assist you.

Respectfully yours,

WM. URE, JR.

*Note*—Both Mr. Virtue and Mr. Morgan have since attended our school and received splendid cures. The judge is now recommending our school more strongly than ever.

**LIFE IS NOW WORTH LIVING**

Gastonville, Pa., March 16th, 1920.

Mr. Lee Wells Millard,  
2316 Grand Ave.,  
Milwaukee, Wis.

Dear Mr. Millard:—Just a few lines to express my appreciation for what the North-Western School has done for me. My entire life has been reversed and life is worth living now, since I attended your school. My only regret is that I did not hear of your school before I was side-tracked to that L—— school in Detroit, which really made me worse, as I became so discouraged and lost all faith in stammering schools.

Without success after five or six weeks, I left Detroit, a discouraged stammerer, but a year later I heard of the North-Western School in Milwaukee and decided I would take another chance. At that time I stammered so badly, I could not ask for my own ticket to Milwaukee, neither could I say my name, but after one week at your school, I could talk to anyone without even the thought of stammering in my mind.

Whenever I meet a stammerer, I tell him or her of your wonderful school and your Natural Method and that there is no use of stammering when it can be cured so quickly at the North-Western School in Milwaukee.

Wishing you greater success than ever, I am meanwhile,

Very sincerely yours,

J. E. THOMPSON.

**PERMANENTLY CURED HERE OVER 10 YEARS AGO**

Racine, Wis., March 16th, 1920.

Dear Mr. Millard:

It has been a long time since I have written you a testimonial and I thought I would surprise you. It has now been ten years since I first met you, as you remember I was brought to your school by my oldest brother because I was unable to talk well enough to buy a ticket to Milwaukee.

After attending the L---- school and meeting with such poor results, we were pessimistic about trying another school, but after being at your institution a week, I found for the first time in my life, how easy it is to talk. I did not have to swing my arm and beat-time for every syllable and press the thumb and fore-finger together, such as I had to do and was told to keep up for months after leaving the L---- school, but at your school everything was natural and sensible. I began to feel like a man at last. How we all worked and helped each other and how happy we were because your method was natural.

You can imagine how pleased my father, brother and sisters were to hear me talk naturally, when they remembered how I came home from Waterloo, Iowa, and from Detroit, swinging my arm for months. So after ten years I find myself getting along fine and doing lots of talking every day in my business and thought you would be interested in hearing from me again.

My brother who brought me to your school visited us last October, from the state of Washington. He had not seen me for years. In one of our conversations he said, "Why Guy, how fine you talk. No one would know about your old trouble to hear you speak. Aren't you glad we went to Milwaukee that time?" I answered, "You bet I am and I know of hundreds of others that are glad they went there too." Then he laughed about the time I came back from Detroit, looking so depressed and serious, as though my very life depended upon the time-beat or arm-swing, which Mr. Lewis told me to keep up for months.

Please feel free to use my name at any time as I am always pleased with the opportunity of recommending your school to others and hope I may be able to keep some poor stammerer from going to one of those hand-swing and time-beat schools and make the same mistake I did, because it is only time lost and money wasted to fool with those kind of methods. They are too unnatural and embarrassing.

Wishing you continued success in your good work and that your school will continue to prosper, I remain,

Yours very respectfully,

GUY PATTON,

1334 Hayes Ave.

***Clock-Swing Method at Lewis School Disgusts Prominent Clergyman***

Phillips, Wis., June 10th, 1920.

To Whom It May Concern:—During June, 1910, I brought several young men from the south to Detroit, Mich., with the object of placing them in the Lewis School for Stammerers. After consulting with Mr. Lewis, I decided, on the strength of the guarantee made by him to effect a complete cure from the affliction of stammering to place the young men under Mr. Lewis' care. I myself remained in Detroit and kept in close touch with the institution, calling there frequently.

After one month's treatment I found that the young men had received absolutely no benefit in their speech. Their system for the cure of stammering employed was, as termed by the students, a clock-swing system, and was of little or no benefit. After calling Mr. Lewis' attention to the fact, I was told that the young men in question had to remain for a period of many months and keep up the clock-swing (hand-swing, time-beat) method for months after leaving Detroit.

Being thoroughly disgusted with the treatment given by Mr. Lewis, we left Detroit and came to the North-Western School for Stammerers at Milwaukee, Wis., which is under the capable management of Mr. Lee Wells Millard. We found no hand-swing method at the North-Western School, but a Natural Scientific one entirely different from the Lewis method. Mr. Millard immediately took a deep and fatherly interest in the young men and after six weeks' treatment, the young men left the institution entirely cured.

I cannot recommend Mr. Millard's treatment for the cure of stammering any too highly and I can safely say that anyone afflicted with stammering would find him capable of dealing with the most severe types.

In all sincerity,

RT. REV. MSGR. F. C. NEISENS.

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***Rt. Rev. F. C. Neisens Adds Letter of Indorsement***

Mr. Lee Wells Millard,  
Milwaukee, Wis.

Phillips, Wis.

I was very much impressed with your institution which I had the pleasure to visit recently, especially the splendid location, and the high moral atmosphere under which it is conducted.

Your work is a God-send to humanity and judging from the large number of pupils under your care and the fine manner in which they are talking, your efforts are being fully rewarded with success. I heartily recommend your institution to any afflicted with stammering and from my knowledge of institutions of this kind at Detroit and elsewhere, will say your school is far superior to them all.

Yours respectfully,

MSGR. F. C. NEISENS.

*Was a Severe Stammerer—Now Permanently Cured*

Manilla, Iowa, Dec. 18th, 1909.

Mr. L. W. Millard,  
Milwaukee, Wis.

Your letter asking how I am getting along reached me this evening and I wish to make it known that I attended your institution this autumn and have been greatly benefited and I have a perfect cure, I am sure. I believe the North-Western School to be the best institution for the cure of stammering in the world. The method is simple and easy to learn. No time beating and sing-singing such as is used at the Lewis school.

I also wish to state that I am an ex-pupil and wish to say that in my judgment, and others whom I have spoken with, the Lewis and the North-Western School methods are beyond comparison—one being so much different from the other. Mr. Millard's method is Natural and Mr. Lewis' is Unnatural and unscientific—or just a substitute for stammering.

I am talking fine and have lost all my old fear of stammering and shall be glad to recommend the North-Western School for Stammerers to any prospective pupil, as I feel that they will get a good cure if they attend this school. I can assure them they will be treated right while attending. I remain,

Very sincerely yours,  
HUGH S. THOMPSON.

*Answer to an Inquiry from a Stammerer*

Milwaukee, Wis., Nov. 16th, 1910.

Dear Sir:—Your letter received, and I am glad to answer your inquiry, as I am also an ex-pupil of the Lewis school. I can assure you that I am satisfied with the results obtained at the North-Western School, which I attended a couple of years ago, and I certainly advise you to go there if you are going to take a course in speech-training. I am quite sure that Mr. Lewis would charge you a second tuition, as I wrote him asking to go back to his school after I left there and found I was not cured, and that I could not follow his method away from his school, and he wanted a second tuition from me. So if you have to pay another tuition you might as well attend a school where you will get better results than you can at the Lewis school. I found the Lewis method very embarrassing after I got away from the school and was soon stammering as bad as ever again.

The method used at the North-Western School is simple, natural and very easy to follow, and it is not at all embarrassing. No one would know you were attending a school for stammerers where instructions and method are so natural. I therefore advise you to attend the North-Western School, as you certainly get a cure there if anywhere, and many ex-Lewis pupils are there at present getting cured. If you follow the method at all, you can be talking fine in a few weeks. Hoping this will answer your inquiry satisfactorily, I am,

Yours truly,  
BENNETT LARSON,  
Care American Express Co., 366 Broadway.

***Recommended by a Prominent School Principal***

Milwaukee, Wis.

Dear Sir:—In reply to your letter asking about the North-Western School for Stammerers, I can highly recommend the school to anyone who is suffering from an impediment of speech. I have had an opportunity to observe the cures they are making and know of several who have been cured in that school after having failed to get the desired results in several other well known schools for stammerers. In fact, several former pupils of the Cream City Business College have been cured of stammering in the North-Western School and I cheerfully recommend it. Yours very truly,

W. W. WAY, President, Cream City Business College.

***Forty Years of Age—Cured in Four Weeks***

Dear Mr. Millard:—In looking over some letters and papers, I just came across some of your rules for perfect speech. They remind me again of your school, and I must write.

I owe you my best and many thousand thanks for the cure of my stammering and for my perfect speech. I am getting along just O. K. There is nothing of so much importance to a man as to be able to talk well. My fear has left me altogether and I feel like a new man; like a bird in the air—free to talk to anyone. I have just received a letter from Mr. Thompson, saying he is getting along fine in his talking. Well, I must close for this time, and wishing you a prosperous new year, I remain,

Yours faithfully,

F. W. WIGGERS,  
Box 462, South Kaukauna, Wis.

***Brothers Cured in a Few Days***

Turtle Lake, No. Dak., March, 1st, 1911.

Mr. Lee Wells Millard, President,  
The North-Western School, Milwaukee, Wis.

Dear Mr. Millard:—My brother Harry and I attended your institution for five weeks the past winter, and we are cured and feel greatly satisfied with our course of treatment. We were both bad stammerers at the time we entered your institute, but after following your advanced natural method a few days we could talk nicely. We then remained long enough to confirm a good cure. We were corresponding with the G. A. Lewis school, but hearing that Lewis did not cure his pupils naturally and could not finish a cure at his school, we decided to try your school. After coming to your institute we met a large number of Lewis' failures getting cured under your method, and we were then very glad we chose your school as the place to get cured. Your method is just as described in your catalog. I will say that anyone troubled with stammering should certainly go to your institution. Wishing you much future success, I remain,

Yours very truly,

WALTER PHILBRICK,  
Box 159, Turtle Lake, No. Dak.

***From Rev. Father Bernhard Traudt***

*Secretary to Most Rev. Sebastian G. Messmer, Bishop Catholic Diocese  
of Milwaukee*

Milwaukee, Wis.

It affords me great pleasure to recommend the North-Western School for Stammerers to any person afflicted with an impediment of the speech.

I believe this institution is well worthy of indorsement when its system of instruction has been the means of uplifting the burden of stammering from its students and giving them natural fluent speech.

The successful results obtained from the method pursued are the strongest evidence of its advantage to those in need of its services, and I trust this school may continue in its noble work of relieving the stammerer of his difficulty in speech.

Very truly yours,

**REV. FATHER BERNHARD TRAUDT.**  
2000 Grand Avenue.

***Attended Sixteen Years Ago***

Waterloo, Iowa, Nov. 11th, 1906.

To Whom It May Concern:—This is to certify that I took a course of instruction at the North-Western School for Stammerers during May and June of 1904, and after two years' trial of my cure I would say that I am satisfied and consider my time and money well spent. I had previously attended several of the most widely advertised, many promise and "guarantee-to-cure" schools in Detroit and other cities, only to leave them bitterly disappointed and with my confidence in all badly shaken. Your methods used are natural and scientific and far in advance of any that I know of, and you are at liberty to use my name as reference at any time. Wishing you continued success in your chosen work, I remain,

Respectfully yours,

**JOHN A. WILDER,** 424 Saxon Street.

***Cured as Well as Benefited in Health and Body***

Mr. Lee Wells Millard,  
Milwaukee, Wis.

Buffalo Lake, Minn., July 15th, 1911.

Dear Mr. Millard:—I have been wanting to write you for such a long time, but, as the saying goes, "It's better late than never." However, I beg to be pardoned for waiting so long.

I often think of Milwaukee and the school, and especially the pleasant stay I had at your institution. I shall never forget your kindness shown me and also how pleasant Mrs. Millard made it for us. It seems I can imagine myself back at the school now, talking pleasantly to you and the pupils. Hope to visit you for a day or two sometime in the future, if I can.

I am getting along fine and dandy, both in talking and otherwise. I was not only cured, but benefited and strengthened in body as well, thanks to your school. I wish you continued success in your work. I am,

Your sincere friend,

**LUKE D. BURGSTAHLER.**

**Failed at Detroit School—Was Cured Here**

Cowley, Alberta, Canada, Sept. 29th, 1912.

Mr. Lee Wells Millard,  
Milwaukee, Wis.

Dear Mr. Millard:—I was very glad to hear from you again and to learn the school is prospering and that you intend to erect a large school building in a year or so. Yes, I am talking fine and will be glad to recommend that anyone attend your school. After failing at the Lewis school in Detroit and then getting such a fine cure at your institution, it is only to be expected that I am highly in favor of your system of natural training for the cure of stammering. You make your students feel at home and use every one like a gentleman. This was just contrary to the treatment I had received at the Lewis school I attended before coming to you, and, of course, I appreciated it all the more at your school. I engaged in many political arguments with my brothers and friends after coming home and I can remember my mother saying: "Why, James, you surely are cured; you could never talk that way when you came from the other stammering school." Wishing you the best of success, I am your sincere friend,

JAMES DWYER.

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**Has No Trouble in Speech at All**

Armington, Mont.

Dear Mr. Millard:—I received your welcome letter sometime ago, asking me how I am getting along, and I was very glad to hear from you. I am sorry I could not answer sooner, but have been kept quite busy since coming home.

The first thing I want to speak about is that I am talking just as fine as ever, and having no trouble in my speech at all. Now that I can talk, I can have a good time anywhere, no matter where I go. I got a letter from Mr. Burgstahler, Buffalo Lake, Minn., and he says he is talking very fine, too. He says he often thinks of the fine time he had at your school. I certainly had a fine time also while there. It seems so good to be able to say anything you want to without stammering. I went to Belt, Mont., the other day and talked to the banker who wrote to you, and I talked with the mayor and to some storekeepers, and they were all surprised to find me talking so fine. My father is very much pleased with my cure and is now very glad he sent me to your school. With best wishes to you and the school, and all the students there, I remain,

Yours best friend,

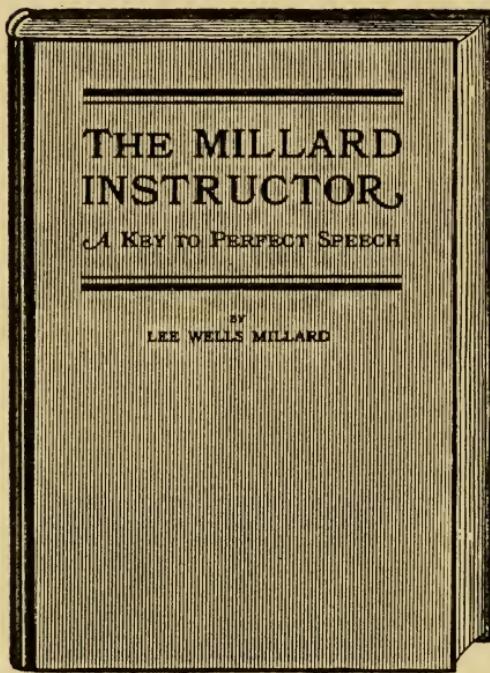
FRED SIEGLING.

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*Attainment is the golden chain that binds us to our duty.*

# The Millard Instructor

*A Key To Perfect Speech*



CLOTH BOUND, STAMPED IN PURE GOLD

¶ The contents of this book when properly applied are invaluable. It is a key to the Advanced Natural Method, and contains an alphabetical analysis, and rules to follow for overcoming difficulty on the different letters and hard combinations and various elements of articulation.

¶ All the necessary requisites for overcoming stammering are arranged and illustrated in a clear and practical, common sense manner.

¶ This book is not for sale either by the author and publisher, or by anyone into whose hands it may come as licensee.

¶ The privilege of using this text book is extended by the author, only to those students enrolled at and who have paid their tuition to the North-Western School for Stammerers, for the course of speech training, under our Advanced Natural Method.

# THE NATURAL SPEECH MAGAZINE



Published monthly in the interest  
of those afflicted with Stammering,  
Stuttering and other speech imped-  
iments.

By  
**LEE WELLS MILLARD**



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Down through all the ages of time since man developed intelligible utterance, stammering has been prevalent. Since the earliest stages of historical record, speech impediments have handicapped a certain percent of the human race.

Only during recent years, however, has any degree of perfection been reached in the successful treatment of speech defects. The North-Western School for Stammerers was founded by me nearly twenty years ago for the cure of stammering and all speech imperfections by the Advanced Natural Method.

This institution has published many valuable works on the origin of stammering, its tendencies and effects, and the Advanced Natural Method of cure.

## ITS PURPOSE

The purpose of this magazine is to extend the influence of the North-Western School for Stammerers to the furthermost parts of civilization and to impart to all speech sufferers the knowledge of the Advanced Natural Method of Cure.

Each issue will contain interesting and scientific articles covering every phase of the various imperfections of speech.

From time to time it will carry announcements of the North-Western School for Stammerers, appertaining to the tuition rate and record the advancement and progress of the institution.

Hence the school will, in a larger sense, convey and impart a knowledge of its work and bring to the home of every stammerer it can get in touch with, a message of good cheer and articles of self-help, that will be instructive as well as informative.

## SUBSCRIPTION PRICE

If you are not receiving this interesting and instructive magazine, write me a letter signifying your interest in the Advanced Natural Method for the cure of your speech impediment and I will put your name on our list to receive it regularly *free of charge*.



What young David did to the giant Goliath anyone can do to the giant "Stammering," if they are possessed with the "weapons" of Relaxation, Deep Breathing, Continuity of Voice, Visualization, Light Articulation and Will Power—the ESSENTIAL QUALITIES necessary to overcome stammering.





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Stammering; its origin and the  
advanced natural method of cure

